





# Dole Urges Reagan To Step In as Talks On Deficit Meander

Compiled by Our Staff From Dispatches  
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But Mr. Reagan complained that the Democrats were being inflexible in the talks and that his detractors were seeking excuses for their own past policies.

Failure to reach an agreement by the weekend on ways to cut the deficit in the 1988 fiscal year budget could further undermine the financial markets, Mr. Dole said.

The Kansas senator, who is running for president, made his appeal to Mr. Reagan, a Republican, as Democrats expressed frustration with the budget talks, which involve White House officials and congressional leaders.

"I would hope we can have some agreement before Friday," Mr. Dole told the Senate. He said that the president "might call the group together or call the leadership together and indicate to us, and we can indicate to him at the same time, a willingness to do what we need to do."

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Because of the inability to agree on a basic strategy, every proposal being presented behind the closed doors was going up "in a cloud of smoke," said one disinterested negotiator, Representative Silvio O. Conte, Republican of Massachusetts.

At the same time, partisan friction was building with the approach of automatic spending cuts under the Gramm-Rudman budget-balancing law. The deadline is only two weeks away, and each side has begun speculating that the other might be trying to scuttle the talks for political reasons.

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The plan involves raising taxes and cutting spending by \$10 billion each this year and adding other deficit-reduction measures worth another \$10 billion. Those additional steps would include the sale of certain government assets and increasing tax-collection enforcement — measures that critics quickly denounced as easy but unreliable solutions.

Democrats accused the White House of turning aside all proposals for higher taxes. Shortly after the stock market plummeted on Oct. 19, Mr. Reagan had promised that everything but Social Security would be "on the table" in the negotiations.

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ON THE LINE IN MANILA — A hooded informant, assigned by the Manila police to infiltrate local Communist organizations, inspected on Wednesday suspects held in connection with recent murders of policemen.

## Iraqis Hit 4 Ships and Kharg Island; Millions in Iran Rally Against U.S.

BAGHDAD — Iraqi warplanes attacked four ships in nine hours Wednesday and struck at Iran's Kharg Island oil terminal and Bazzan oil fields, according to high command communiqués.

The attacks on ships were believed to be the highest reported by Iraq on a single day in the Gulf War.

One communiqué said the raids reinforced a statement by President Saddam Hussein of Iraq to army officers that Iran was doomed unless it accepted peace "without compromise and maneuvers."

Two of the ships were described as "very large" naval targets — Iraq's usual term for supertankers.

They were attacked off the Iranian coast, one at 5:30 P.M. and the other at 9:35 P.M., the Iraqi military reported.

Baghdad also said warplanes raided Kharg Island and hit a ship docking there at 1 P.M. Warplanes also raided a ship in northern Gulf waters and attacked the Bazzan oil fields in southwest Iran.

Iraq said its planes scored "accurate and effective hits," one bulletin said.

These fundamentals probably best explain why the dollar has never emerged as burning issue on the U.S. political scene. In Europe, the value of a country's currency seems to be inextricably caught up in its national consciousness, as much a matter of pride as economics.

As France under the leadership of President François Mitterrand, a Socialist, sought yet another devaluation of the franc within the EMS in 1983, the battle cry of opposition groups was "Paix, France, paix." And the debate at home became so fractious that France quarreled publicly with West Germany until it had won a smaller devaluation to help still domestic critics.

In the absence of a sudden dollar free-fall, such a dispute is unlikely in the United States, much to the dismay of foreign governments who fear Washington will always be slow to respond to currency issues as long as its constituency does not complain.

The litany of complaints from U.S. trading partners, analysts contend, had little to do with the Reagan administration's decision to reverse its laissez-faire currency policy in 1985. Instead, they credit effective lobbying by U.S. manufacturers for the sudden awareness in Washington that the value of the dollar was just too high.

Even with the dollar depreciating as it has, if you ask Americans if they are less well off now than when the dollar was strong, the answer is no," said Stephen Leach, an analyst with Chemical Bank's foreign exchange advisory service.

"The only complaint is that a European vacation costs more."

Swiss made, synonymous with elegance and perfection. The new hexagonal collection: an ultra-slim lighter with two gas reserves and exclusive writing tools. Each item dressed in genuine Chinese lacquer.

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Qili and Yao Yilin. Although generally supportive of the policies laid out by Mr. Zhao, they are considered more cautious in their approach.

In outlining his agenda for the coming years, Mr. Zhao has evidently given ground to no one. He declared that the reordering of the economy would continue and that market mechanisms would be increasingly used to balance supply and demand and to set prices.

He urged the wider use of stocks and bonds to raise revenue for industry, the commercialization of housing and the growth of the private sector.

Mr. Zhao also said that in time a civil service would be introduced to professionalize the government, that mandatory retirement for officials would be enforced and that the party would be eased out of a direct role in government and industry.

Although the exact terms of Mr. Zhao's demands remain unclear, he emerged from the congress surrounded by colleagues on the Central Committee who largely supported his program.

He also rid himself of major conservative opponents. Gone from the inner circle of the party are Chen Yun, 82, Peng Zhen, 85, and Li Xianian, 78.

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Gulf shipping sources could not immediately confirm the shipping strikes.

Kharg Island has been hit more than 150 times since August 1985. Earlier Wednesday, millions of Iranians shouting anti-American slogans took to the streets for rallies aimed at showing Washington an iron-fist policy in the Gulf.

The Iranian news agency, IRNA, said the demonstrators included hundreds of thousands of troops as well as government officials.

In Tehran, they headed for a huge rally in Azadi Square. Mr. Rafsanjani declared "a week of preparation for confronting America in the Persian Gulf starting tomorrow."

But Mr. Rafsanjani did not repeat Iranian threats of military action against the United States.

■ **Minesweepers Enter Gulf**  
The U.S. Defense Department said Wednesday that three additional navy minesweepers had been sent safely through the Strait of Hormuz and into the Persian Gulf. The Associated Press reported from Washington.

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## OPINION

## An Official Dose of Medium Personhood

By William Safire

WASHINGTON — An American lawyer in Moscow in 1965 asked his Intourist guide-guards the way to the men's room, slipped out the back of a restaurant and took a taxi to an address he had been given by a Canadian newspaper. The politically defunct lawyer was seeking a rendezvous with a former Soviet leader he had spoken with in a kitchen six years before.

At the apartment house, the American was turned away by two burly women; the man he wanted to see was now a nonperson, existence officially forgotten, unavailable to visitors. Frustrated, the lawyer left a note, which was probably delivered to the KGB.

The American was Richard Nixon; the Russian, Nikita Khrushchev. I recall that abortive attempt to reach a Soviet nonperson on reading Mikhail Gorbachev's speech at the 70th anniversary of Lenin's overthrow of the Kerensky government that had replaced the czar. Mr. Gorbachev chose to mention Khrushchev favorably, making permissible the discussion of his regime in history books.

Do not be seduced into thinking that Mr. Gorbachev has suddenly been seized by a desire to let his people learn the truth about their past. Communist history never allows scholars to discover the way things really were; on the contrary, it directs them to reshape the facts to advance the party's current line.

The authorized Gorbachev version of Soviet history has disappointed detente-niks, who thought he would strike a blow for credibility by endorsing Khrushchev's secret execution of Stalin's bloody dictatorship. Many are dismayed by his worshipful obeisances to Lenin, by his support of Stalin as the legitimate party heir against Trotsky deviationism, by his justification of the nonaggression pact with the Nazis, and by his halfhearted plug for Nikolai Bulganin, the economic pragmatist executed by Stalin.

That version, produced after 56 days in the wilderness, shows Mr. Gorbachev trying to position himself between the extremes of entrenched party bureaucrats and change-minded "reformers" who want heavier doses of perestroika and glasnost. Apparently in trouble, he has come back from the cutting edge, that may explain his recent diplomatic floundering and crackdown on dissenters.

What else would cause him to reach back to single out for praise Feliks Dzerzhinsky, founder of the feared Cheka that became Stalin's secret police? It is not for nothing, as the Russians say, that Lubyanka Prison, headquarters of the KGB, is on Dzerzhinsky Square.

Mr. Gorbachev is the protégé of the late Professor Brinton. The following, among others, is a revolutionary condition:

Inefficient and incompetent people, with major internal stress. An energetic, innovative, and decisive part of society which itself is thwarted, checked by the system, unable to fulfill its plans, wronged by the system, conviction among creative, important careers no longer open to talent. Thus a "desert of intellectuals" — an absolute commitment to the system or to its most creative members.

Finally, there is a loss of faith among the rulers themselves, if any doubt that they are able to do what is happening.

Soviet Russia has in many increasingly resembled the 1916-1917 in every one of its aspects. On the other hand, the fundamental differences between the standards of the masses of people have steadily improved and these will dip, if Mr. Gorbachev's reforms are put into effect.

The international situation is changing. Elites still see the regime as the only possible vehicle for their work inside it. People are fearful of change, but no popular sense of dramatic change or anticipation of dramatic change.

It is the ruling group in the Union which is driven by an impending crisis. The used to be reversed. It is the leadership demands vast changes and that without them the country will run down, the bureaucracy, the army, the industry, by the complacent and obstructive Professor Brinton adds that even when a society is stagnant or in decline, it begins to sense that something is to break, they still expect revolution for their children, only for their children, as a comes reality, as a surprise, reformers have failed — have run out of time.

International Herald Tribune, Los Angeles Times

KGB's Yuri Andropov, and his evocation of the fearsome Feliks in this latest revision of Soviet history is a cogent reminder to those who would seize power from him that the secret police, not the party bureaucracy, is the source of his control of the Politburo. Although he criticized some of Stalin's crimes, he pointedly omitted any criticism of Lavrenti Beria, the secret police chief killed soon after Stalin died. The heirs of Feliks Dzerzhinsky can do no wrong.

One sentence must have been painful for Mr. Gorbachev to read out: "The Stalin personality cult... was alien to the nature of socialism." A week before, Boris Yeltsin, his handpicked Moscow party chief who kicked over the Gorbachev, denounced the general secretary for establishing his own personality cult.

Of course that charge is true. Americans accustomed to presidential buildings think nothing of it, but Communists know that a personality cult is a Stalin-style challenge to collective party-KGB-

Red Army balance. That accusation is now in the Moscow air, despite its attempted suppression by Tass, and it weakens the leader who must denounce Stalin's cult while establishing his own.

The desperate backtracking evident in this week's speech suggests that the man who needs a summit meeting now, to reassert authority at home, is not President Reagan but Mr. Gorbachev. Not for nothing (that style is getting to me) did the Soviet leader speak assuredly of "the third and fourth Soviet-U.S. summits" — the fourth being a Reagan visit to Moscow next summer, which some of us had not yet put on our travel schedules.

In his symbolic rejiggering of the figures of the past, and in bestowing medium personhood on a predecessor who could not receive an American visitor, Mr. Gorbachev promises his power elite that the successor to Dzerzhinsky and Andropov will break few Stalinist icons. In his studied abuse of history, he tells the rest of the world that truth to a dedicated Communist is whatever story serves his present purpose.

The New York Times



## LETTERS TO THE EDITOR

## The FAO Election: Saouma Has Been a Strong Leader

Interest in the UN Food and Agriculture Organization has intensified in recent months because the election of a director-general for a six-year term is coming on Nov. 9. There are two candidates: the incumbent, Edouard Saouma of Lebanon, and Moïse Mensah of Benin, deputy director of the International Fund for Agricultural Development.

The FAO has accomplished much during Mr. Saouma's stewardship. Despite some recent criticisms, reported in some sectors of the Western press, he has proved a strong and effective leader who has upheld the organization's independence. He was characterized by the Economist in 1984 as "having little patience with the gentlemanly procrastination that some of his opposite numbers call interagency coordination."

The FAO was transformed from a primarily technical organization into a development agency under the leadership of B.R. Sen of India, who was the first head of any major UN agency from a developing country. An idealist and a visionary, Mr. Sen was especially sensitive to the needs of newly independent countries. Under Mr. Saouma, the change in the organization's status gathered momentum. He shifted the emphasis from long-term theoretical studies to more practical programs within countries.

One example of this is the Technical Cooperation Program, established in 1976 to provide small-scale, short-term assistance. In contrast with the approval processes for projects of many development agencies, which usually take several months and sometimes more than a year, projects under the Technical Cooperation

Program are often approved within a month of the request from a government.

The main theme of Mr. Saouma's administration has been food security. A food-security assistance plan was established by the FAO in 1976 to encourage the development of food reserves. In 1982 the concept of food security was broadened, with the goal of ensuring that all people at all times have access to the basic foods that they need. A moral commitment to this goal was affirmed in the adoption of a world food security compact at the 1985 FAO conference.

Since the main problems with regard to food security have been in Africa, the FAO has focused on it during the 1980s. For more than a decade it has warned the world about the food situation in Africa. Its global information and early warning system first reported on the threat of a major African food crisis in early 1983, and it has been involved in both emergency and long-term assistance.

If the FAO is one of the most effective UN agencies, why has it been criticized? The reasons are many. Like those of most UN agencies, its information department has not been very effective in communicating to the Western media the full range of the agency's activities and the results of its programs. Also, food and agriculture encompass so many issues and problems that very few people have a full picture of the FAO's extensive range of activities.

In recent years, when United Nations-bashing has been popular in certain quarters, negative and sometimes biased reports have appeared. Large organizations have been critically reviewed, whereas smaller ones — even though they may

have been less effective — have received more than their fair share of praise.

Having advised nearly all the UN agencies, we would rate the FAO as one of the best. It compares favorably with the large national agencies such as the U.S. Department of Agriculture or the Canadian Ministry of Agriculture.

It takes a strong leader to run a major organization such as the FAO, and any strong leader has supporters and detractors. Irrespective of who wins the FAO election, when the history of the organization under Mr. Saouma is written he will undoubtedly be considered as one of the most effective heads of any UN agency.

ASIT K. BISWAS,  
MARGARET BISWAS,  
Oxford, England.

Mr. and Mrs. Biswas are consultants on environmental issues and rural development. Mr. Biswas is president of the International Society for Ecological Modeling in Oxford.

## Arms Control: A Beginning

Edwin M. Yoder Jr. ("Fewer Missiles Will Mean Fewer Options," Sept. 4) asks: "Why enter an arms control treaty that lowers the nuclear threshold, weakens deterrence and invites adventurism without compensating adjustments in conventional and intercontinental weaponry? For show? For politics? For what?"

The answer: For the first step!

DANIEL R. GOULD,  
Amsterdam.

## It Might Clear the Air

A gasoline tax, according to the Washington Post editorial "The Case

for a Gas Tax" (Oct. 30), "would put a useful restraint on the rate at which the United States is burning oil," and at the same time it "would also do wonders for the atmosphere in the stock market." Not to mention the atmosphere outside.

GABRIELE SCIMEMI,  
Deputy Director,  
Environment Directorate,  
OECD, Paris.

## A Man's BMW Is His Castle

The question of having a speed limit on the autobahn can certainly be debated. But for Ferdinand Protzman ("Are Germany's Speeders Driven by More Than Fuel?" Oct. 26) to call West Germany "an otherwise tightly regulated society" shows very little understanding of the country. Having lived many years abroad in Europe, the United States and Canada, I consider West Germany one of the most liberal countries on Earth.

HANS-OTTO HARBERTS,  
Hamburg.

If West Germany were really a "tightly regulated society," we Germans would long have had a speed limit.

E. STIEF,  
Brussels.

Mr. Protzman's article on West Germany's wide-open autobahns made a few good points. Having lived in West Germany for the past 14 years, I have developed a love-hate relationship with these strips of tarmac and their aggressive, self-styled *Renntfahrer*, or race drivers. My rational self tells me that speed limits are necessary. On the other hand, my greatest fear is that when I finally reach the point

where I will be able to afford a Porsche or a Ferrari, they will pass a law setting speed limits the day I pick up the car.

CHUCK MOUTOUX,  
Boon.

## Two Killings in Indiana

The Washington Post editorial "Don't Execute Youngsters" (Oct. 1) seeks to make understandable the horror which many Europeans feel regarding the death sentence given to teen-ager Paula Cooper.

As an Indiana resident at the time of the murder, I read the details of the crime in our local paper. They were indeed horrifying — as is the Cooper sentence, in part due to its arbitrariness.

A few years ago, an elderly man was stopped by a teen-age couple in South Bend, Indiana, and the young woman engaged him in a conversation. The young man struck the elderly man on the head with an iron bar, killing him. The youngsters took his car and were later found enjoying themselves at an amusement park. The young man was not under the influence of drugs or alcohol. He was convicted of involuntary manslaughter and given a light sentence.

MARIE REIMERS,  
Feldkirch, Austria.

## Plain Lord Alfred Douglas

Both T.J. Rostenwald Jr. (Letters, Oct. 1) and William Safire blew it. Lord Alfred Douglas had this title as younger son of the Marquess of Queensbury and should be referred to as Lord Alfred Douglas or, if abbreviation is needed, Lord Alfred.

E.M. FURNESS,  
Paris.

## Old Friends, Look Again

By Joe Murray

LUFKIN, Texas — I saw an old friend on the other side of the street and waved. He looked right through me and then looked away. That's the trouble with old friends, especially if you edit the newspaper.

I spent the rest of the day trying to figure out what I'd done to make him angry with me. Heaven knows, it could be any number of things.

Something that the paper has come out against and he is for, or vice versa. Something involving the law that involved his kin. Blood is thicker than

## MEANWHILE

most anything, excepting perhaps printer's ink. I've had to defame my own kin from time to time, putting in the paper why they were put in jail.

Something that did not get in the paper at all — an anniversary, a graduation, a funeral notice, a pie supper, a birth announcement. The world seems equally divided between those people wanting to get their name in the paper and those wanting to keep it out. Seems that I'm always having to do the opposite of what they want.

Like everybody else, I think I have it harder than anybody else. Probably it's much the same with other jobs.

If you're a policeman and a friend snubs you, you have to wonder if any of your recent arrests were of his family.

If you're a teacher, you review in your mind who you've had to flunk lately.

If you're a shopkeeper, could be that one of your clerks refused to cash his check or questioned his credit.

If you're a preacher... well, it's a wonder you can even walk the streets. Preachers have almost equal opportunity for offending folks as editors. Editors are given the edge, however, in that ours is a daily pulp.

But even over a period of years, an editor cannot possibly get around to writing something to aggravate everybody. To make up for that, we have a staff of other editors and reporters for whom we are responsible.

But maybe I read too much into people reading the paper. I remember several years ago I waved at a fellow and he looked at me as if I didn't exist. I worried for days about that. Since he was a senior citizen, I figured it must have had to do with a program for the aging that the paper had perhaps slighted.

A week later, my wife happened to mention she had seen him at the grocery store and they'd had a nice chat. "Did you know he was going to have surgery?" she asked. "He said he has cataracts so bad he can hardly see to get around."

That's the trouble with old friends.

Cox News Service.

## How international do you require a country to be?

Throughout its history, the Netherlands has always been very internationally oriented. This is evident from an entry made in a 17th-century ship's log-book: "Wherever you go, you find the Dutch," wrote the captain. This statement is just as valid today, as it was three centuries ago. For Dutch trade and industry still considers the whole world its area of operation.

However, since the 17th century the world has also been coming to the Netherlands. International influences not only reached our country through intensive overseas trade. But also through the arrival of many people of other countries who came to the Netherlands seeking their fortune.

The assimilation of these influences has given our country its pronounced international character. For many foreign enterprises, this international touch has been one of the major reasons for starting operations in the Netherlands. This aspect can also be extremely important for your company once you decide

to "go international", with the aim of reaching the European market. After all, our international orientation can provide your company with a solid base. We have the experience, the know-how and the connections.

Moreover, our central location and highly developed infrastructure, with perfect connections throughout the European market, provide you with optimal transport possibilities. You can avail yourself of an extensive distribution system with advanced logistic methods, supported by the latest developments in telecommunications.

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We'd also like to point out a few additional factors which could favourably influence your activities in the Netherlands. Such as our stable currency and strong private sector. Our vast financial and techno-

logical expertise. The availability of qualified personnel at all levels. And, last but not least, the incentives policy of the Dutch government.

The Netherlands Foreign Investment Agency plays an active role with regard to this policy. With advice and guidance. And by helping you during the decision-making phase with information tailored to your specific requirements.

To date, more than 3,500 foreign companies have successfully established operations in the Netherlands. Once again, proof of our strong international orientation.

And for you, perhaps an indication of what the Netherlands can mean to the entrepreneur. If you would like more detailed information about investing in the Netherlands, write us or call. Or contact our

consultant in your own country. For, as the captain said: "Wherever you go, you find the Dutch."

In the Netherlands:  
Netherlands Foreign Investment Agency, Office for Europe, P.O. Box 20101, 2500 EC The Hague.  
Mr. Hubert Tabbers, Phone: (31)(70)797029/797645.  
In the United Kingdom:  
Peter Biddlecombe Associates, 6th Floor,  
6, Vigo Street, London W1X 1AH, Phone: (1) 4375927.



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## Gorbachev Has Reason To Worry

By William Pfaff

ARIS — It is not wholly foolish to think of Mikhail Gorbachev as the Kerensky of a new Russian revolution. If, of course, there were a new Russian revolution, it means impossible.

His speech on Monday at the 70th anniversary of the October Revolution in Moscow of the 70th anniversary of the October Revolution, that of a reformer caught in the intransigent of those of the new men who want change, want it quickly — men like Gorbachev, Moscow Communist Party, who had to be reformed.

Mr. Gorbachev tries to appease those who resist the changes to make in Soviet society. The reward study, "The Anatomy of a Revolution," wrote of the modern light that "after each crisis the wave tends to split into a more conservative wing holding power and more radicalized one in opposition. The moderates' base of support is steadily narrowed and the radicals in opposition increase."

It is a post-revolutionary revolution, tending to end in radicalism, a dictatorial power, but it is a post-revolutionary phenomenon in the sense of the revolution itself.

Alexander Fedorovich Kozlov was a leading role in the Provisional Government established in Petrograd (Leningrad) after the revolution. He was the one who caused the abdication of the czar in February 1917. This government obtained civil liberties and some reforms, but also, unfortunately, it was on the verge of collapse.

Kerensky served first as war minister and then as prime minister. He was from a steadily greater dependence on Bolshevik left against conservative and counterrevolutionary forces. This ended in the Bolsheviks' defeat in October 1917, and in the king's defeat and exile.

The Soviet Union today exists not in a condition like that of Russia in 1917. It experiences a constant hammering like what hit the people under the czar in World War I. In their humiliating defeat in 1904. Nonetheless the law the Soviet system is far from Mr. Gorbachev's urgency in demanding reform is fully justified.

The late Professor Brinton is following, among others, is a revolutionary condition:

Inefficient and incompetent people, with major internal stress. An energetic, innovative, and decisive part of society which itself is thwarted, checked by the system, unable to fulfill its plans, wronged by the system, conviction among creative, important careers no longer open to talent. Thus a "desert of intellectuals" — an absolute commitment to the system or to its most creative members.

Finally, there is a loss of faith among the rulers themselves, if any doubt that they are able to do what is happening.

Soviet Russia has in many increasingly resembled the 1916-1917 in every one of its aspects. On the other hand, the fundamental differences between the standards of the masses of people have steadily improved and these will dip, if Mr. Gorbachev's reforms are put into effect.

The international situation is changing. Elites still see the regime as the only possible vehicle for their work inside it. People are fearful of change, but no popular sense of dramatic change or anticipation of dramatic change.

It is the ruling group in the Union which is driven by an impending crisis. The used to be reversed. It is the leadership demands vast changes and that without them the country will run down, the bureaucracy, the army, the industry, by the complacent and obstructive Professor Brinton adds that even when a society is stagnant or in decline, it begins to sense that something is to break, they still expect revolution for their children, only for their children, as a comes reality, as a surprise, reformers have failed — have run out of time.

International Herald Tribune, Los Angeles Times

50 YEARS AGO

would be unwilling to accept the shattered forces. The only way in Athens that the Turks did not stay there hand and foot, driven the Turks from the city that they will dictate terms of peace in Constantinople.

1937: Manila Bled

WASHINGTON — President Quezon's assurance of Philippine cooperation in the American or other foreign transfer from Shanghai to Manila, which was enthusiastically received, (Nov. 4) With the Japanese traders in Shanghai after more than \$100 million of the Sino-Japanese war, interests believed that Manila trading centers in Manila, a temporary solution to a problem in the Far East, that Japan conceived activities in Shanghai.



## GORBACHEV'S ANNIVERSARY SPEECH: Analysts and Soviet Allies Find Something for Nearly Everybody

## Pushing the Limits of Change

Glasnost Runs Into a Reluctant, and Still Powerful, Party

By Philip Taubman  
New York Times Service

MOSCOW — Mikhail S. Gorbachev's stated vision of a more open and democratic Soviet Union has emerged from two tests in recent days somewhat battered by the realities of the Communist system.

The two tests — Mr. Gorbachev's review of Soviet history on Monday and the earlier handling of Boris N. Yeltsin's threat to resign as head of the Moscow party organization — have demonstrated the limits of openness and served as a reminder of how different Mr. Gorbachev's concept of democracy is from Western practices.

The clear message has been that the Communist Party retains the power to determine the boundaries of news coverage and public debate, as well as the shape of Soviet history, and intends to exercise it.

Mr. Gorbachev has been unwilling, or unable, to push the limits. The view among most Western diplomats is that, at least in the case of Soviet history, he pressed as far as he could but felt the party was not yet ready to accept a radical new version of its past.

Soviet officials said Mr. Gorbachev, along with other members of the leadership, did not think the Yeltsin affair should be publicized in the Soviet Union because it was an internal party problem.

Mr. Gorbachev's effort to examine troubled pages in Soviet history, presented in a speech marking the 70th anniversary of the Bolshevik Revolution, opened the door on the past after a hiatus of 25 years, but seemed blunted by the party's continued reluctance to acknowledge past problems.

He said Stalin was guilty of "enormous and unforgivable" crimes, and Mr. Gorbachev restored official respectability to Nikita S. Khrushchev, the Soviet leader

or from 1953 to 1964, and Nikolai I. Bukharin, an associate of Lenin who was executed by Stalin in 1938.

But Mr. Gorbachev did not disclose the full scale of Stalin's excesses and he balanced his criticism with praise for Stalin's contribution to development. He stopped

## NEWS ANALYSIS

short of giving Bukharin the full rehabilitation many had hoped for.

Similar caution, and the hand of censorship, has guided the handling of Mr. Yeltsin's resignation threat.

Mr. Yeltsin stunned the party leadership at a Central Committee meeting on Oct. 21 by complaining about the pace of change and by questioning Mr. Gorbachev's leadership, according to Soviet officials. No information about Mr. Yeltsin's action has been reported as yet in the Soviet press.

The two issues coalesced Tuesday when one of Mr. Gorbachev's closest colleagues, Alexander N. Yakovlev, a full member of the Politburo, fielded questions that focused on the Yeltsin affair and Soviet history. When the news conference was broadcast Tuesday evening after the prime-time news, the exchanges on both subjects were deleted.

At the news conference, Mr. Yakovlev said the Yeltsin affair was an internal party matter that did not belong in the public domain.

"If all internal party matters are discussed by one and all, then there will be no sense in having a party," Mr. Yakovlev said. "This, I think, is understood."

Asked why Tass, the official press agency, had reported Saturday about Mr. Yeltsin's resignation threat, but then advised Soviet newspapers not to print the report,

Mr. Yakovlev said: "Why do you use internal Tass statements? We don't use your internal statements."

Looking out into the audience of Soviet and foreign reporters, he added: "Incidentally, Tass, why didn't you publish this? Nobody seems to know why it wasn't published."

A Tass report about the Tuesday news conference included an abbreviated account of Mr. Yakovlev's remarks about Mr. Yeltsin.

Mr. Yakovlev was asked whether Mr. Gorbachev had underestimated the number of victims of Stalin's purges when Mr. Gorbachev said Monday that "many thousands of people inside and outside the party were subjected to wholesale repressive measures."

Some Western historians estimate that millions perished.

Mr. Yakovlev replied: "Why do you think if he said millions he would be speaking more of the truth than if you say thousands? This is your point of view. I know the rumors that persist in the West, but I think that many of these rumors lie on the conscience of certain people."

When asked whether there were any plans to publish Khrushchev's 1956 speech denouncing Stalin, which was delivered in secret to the Central Committee but never printed in the Soviet Union, Mr. Yakovlev said the question had not yet been studied.

Just how much the party's new version of history will govern the work of historians is unclear, and probably will not be apparent for a number of months.

But in a society where scholarship has long been guided by party views, it seems likely that historians will be cautious about pressing beyond the version of history presented by Mr. Gorbachev.

## Sakharov Awaits 'Whole Truth' on Stalin

Reuters

MOSCOW — Andrei D. Sakharov, the Nobel Peace laureate and dissident, said in a rare interview published Wednesday in the weekly Moscow News that "the whole terrible truth" about Stalin's rule remained to be told.

Mr. Sakharov hailed Nikita S. Khrushchev as an "outstanding world leader" and appealed for an end to "half-truth and suppression" in the Soviet treatment of history. The interview, conducted three days before the speech this week by Mikhail S. Gorbachev that touched on the Stalin period,

represented the first extensive comments by Mr. Sakharov in the mainstream Soviet press.

"I regard this as another demonstration of glasnost," Mr. Sakharov said afterward, referring to Mr. Gorbachev's policy of greater openness.

In his speech, Gorbachev did not tell all the truth that should have been told about the 1930s and 1940s," he added. "Not everything satisfied me. I would have expected, and I hoped for, more." Mr. Sakharov said he was encouraged by the announcement that a commission would investigate the extent of repression under Stalin.

## Poland Hails 'Soviet Springtime' But East Germany Remains Cool

By John Tagliabue

New York Times Service

WARSAW — Moscow's closest East European allies appear to be applying a selective approach to the message of Mikhail S. Gorbachev's speech on the Bolshevik Revolution, depending on whether their own policies reflect or clash with his campaign for political and economic change.

In Poland, where the government is seeking to push through a program of change on the coattails of Mr. Gorbachev, newspapers exulted Tuesday over the address.

"Socialism, not only in the Soviet Union, is entering a new stage of development," said Zycie Warszawy, the Warsaw daily, in a commentary. "The revolution is thrown into second gear."

In East Germany, the Communist Party newspaper Neues Deutschland published the text of the speech on its front page, but juxtaposed it with a congratulatory message to the new Chinese Communist Party leader, Zhao Ziyang.

The accompanying East German reporting lacked any exultant tone. Only last week Neues Deutschland was unusually outspoken in attack-

ing a recent Soviet film that dealt critically with the Stalinist period in the Soviet Union, condemning it as "nihilistic," "inhuman" and "without perspective."

The criticism was remarkable since the film, "Repentance," by the Georgian director Tengiz Abuladze, was one of the first to emerge in the Soviet Union under Mr. Gorbachev's campaign for greater cultural openness. It also has been shown in other East bloc countries, including Poland.

Some diplomatic analysts say that criticism, coupled with extensive East German reporting on the Chinese Communist Party Congress in Beijing, reflected the coolness of the East German leadership to some aspects of Mr. Gorbachev's efforts toward change.

If the East German press was reserved in its enthusiasm, Poland's reporting sought to award General Wojciech Jaruzelski, the Polish leader, a principal supporting role in the cast of reformers surrounding Mr. Gorbachev.

General Jaruzelski was the first non-Soviet leader to address the Kremlin gathering after Mr. Gorbachev and the first East bloc leader

to meet privately with the Soviet leader on Tuesday.

The general's speech, which was published in full along with that of Mr. Gorbachev, stressed the watershed character of the 70th anniversary celebrations in Moscow.

There was perhaps unintended irony in his characterization of Mr. Gorbachev's blueprint for change as a "Soviet springtime." That appeared to evoke the phrase "Prague Spring," what was used to describe the changes in Czechoslovak Communist policy that led in 1968 to the Soviet invasion.

But General Jaruzelski went on to say: "Transformations reaching to the core are coming. They reflect the objective regularity of historical development. This is, therefore, a lasting and irreversible process."

Most East bloc governments have thrown themselves in recent months into programs of economic change, usually coupled with more cautious political changes. Some have exploited the room for action created by Mr. Gorbachev's own policies; others appear to be seeking Soviet favor by following what they perceive to be Moscow's lead.

But while Hungary, Poland and Bulgaria have announced drastic changes, the leaders of East Germany, Czechoslovakia and Romania have been more cautious.

Diplomatic analysts said this appeared to be reflected in the reactions to Mr. Gorbachev's speech, which East bloc leaders apparently were studying closely for clues to the relative support within the Soviet leadership for his program of change.

That, in turn, would enable them to gauge the measure of their own future commitment to policies of change, the analysts said.

## Too Much, Too Fast? Western Analysts Can't Make Up Their Minds

By Barry James

International Herald Tribune

Mikhail S. Gorbachev's speech on the 70th anniversary of the Russian revolution has produced widely divergent interpretations among political analysts in the West.

These interpretations often reflect the general views of the analysts about the nature of Soviet society and the likelihood of Mr. Gorbachev's achieving deep-rooted reform.

The disagreement is particularly intense over the significance of Mr. Gorbachev's treatment of the Stalin era. One specialist said that the speech was "infinitely more timid" than that of Nikita S. Khrushchev 31 years ago, but another called it courageous and bold.

Cesare Merlini, president of the Institute for International Affairs in Rome, said the speech could be considered from various aspects, like a glass that is either half empty or half full.

"I think Gorbachev was able to give the sense that the glass is slowly, painfully but definitely filling up," he said. "His speech gives a sense of the dynamics involved."

Egon Bahr, the architect of West Germany's Ostpolitik under Chancellor Willy Brandt, called the speech "honest," while reflecting Mr. Gorbachev's need to pace his reforms. "There are tendencies to go further and faster than the system can bear," Mr. Bahr said. "The regulation of the pace is a determining factor for the success or failure of reform. That is Mr. Gorbachev's problem."

"My impression is that Gorbachev is obviously in trouble at home," said Josef Joffe, foreign editor of the Süddeutsche Zeitung in Munich. "This was a Gorbachev we have not seen before now — a leader who is cautious and conservative. I would think he has finally taken cognizance of the fact that you can't rebuild a 70-year-old system the way American presidents invent a new Jerusalem every four years."

Andrew Pierre, director general of the Atlantic Institute in Paris, while agreeing the speech was cautious, said that "we don't know whether it was cautious in a practical sense or whether it was a strategic retreat."

François Heisbourg, director of the International Institute for Strategic Studies in London, also believes that Mr. Gorbachev is having to pull in his horns in the face of domestic opposition.

"A sense of the obstruction that Gorbachev is encountering can be judged by comparing his speech with Khrushchev's Stalin speech," he said. "Admittedly, that was secret and Gorbachev's was public. However, the fact remains that Khrushchev was precise and far-reaching in his analysis of Stalin's crimes, while Gorbachev was infinitely more timid."

Perhaps, some experts believe, expectations were too high to begin with.

"We were led by leaks coming out of Moscow to believe that this was going to be a major speech revising Soviet history," said Richard Pipes, a Harvard University historian, who has served as a National Security Council specialist on the Soviet Union. "But I don't see how anyone can interpret it in that way."

Mr. Pipes called the speech "a step backward in some ways." Other experts said the airing of painful historical issues on live television was significant in itself.

"It was courageous," said William G. Hyland, editor of Foreign Affairs magazine in New York. "He obviously opened some old wounds, and that's always dangerous and therefore bold. He didn't have to go that far on a number of historical issues."

"The main thing," Mr. Hyland added, "is that he has rehabilitated Khrushchev. That's different."

Mr. Hyland said the speech supports the view that Soviet foreign policy will become more accommodating. "He is trying to build a historical case for his own program, and he goes out of his way to link his policies with those of Khrushchev and Lenin," he said.

"It's an enormously important speech, a major political development, and to dismiss it because it was not a full exposure of the past is to miss the point," said Stephen F. Cohen, a political scientist at Princeton University. "Historical truth isn't the issue. The issue is the great political struggle under way in the Soviet Union."

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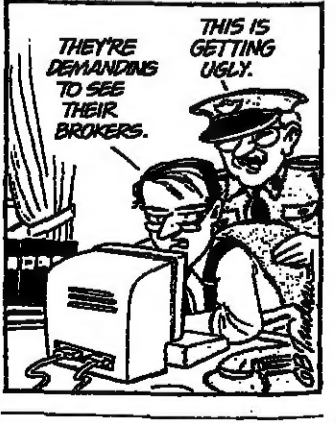
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Switzerland	S.F.	1,800	990	540
Sweden (incl. del.)		2,300	1,270	700
Switzerland (incl. del.)		2,300	1,270	700
Rest of Europe, North Africa, Middle East		510	280	154
Rest of Africa, Gulf States, Asia		510	280	154
Rest of Asia, Oceania, and Austral.		510	280	154

## DOONESBURY



## DEATH NOTICE

JUDY ATWELL  
Judy Atwell, thirty year resident of Paris, France, died in San Diego, CA on 8-28-87. For info, contact S. Williams, 187 Pratt Mill Road, Sudbury, MA 01776 USA.

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# Too Fast? Analysts Can't Read Their Minds

François Heisbourg, director of the International Institute for Strategic Studies in London, also believes that Mr. Gorbachev is being pulled in his horns in the face of domestic opposition.

A sense of the obstruction Gorbachev is encountering is judged by comparing his speech with Khrushchev's Stalin speech, he said. "Admittedly, that was a secret and Gorbachev's was public. However, the fact remains that Khrushchev was precise and reaching in his analysis of Stalin's crimes, while Gorbachev was a little more timid."

Perhaps, some experts believe, expectations were too high to begin with.

"We were led by leaks out of Moscow to believe that it was going to be a major revision of Soviet history," said Howard Pines, a Harvard University historian, who has served as a national security council spokesman on the Soviet Union. "But I don't see how anyone can interpret that way."

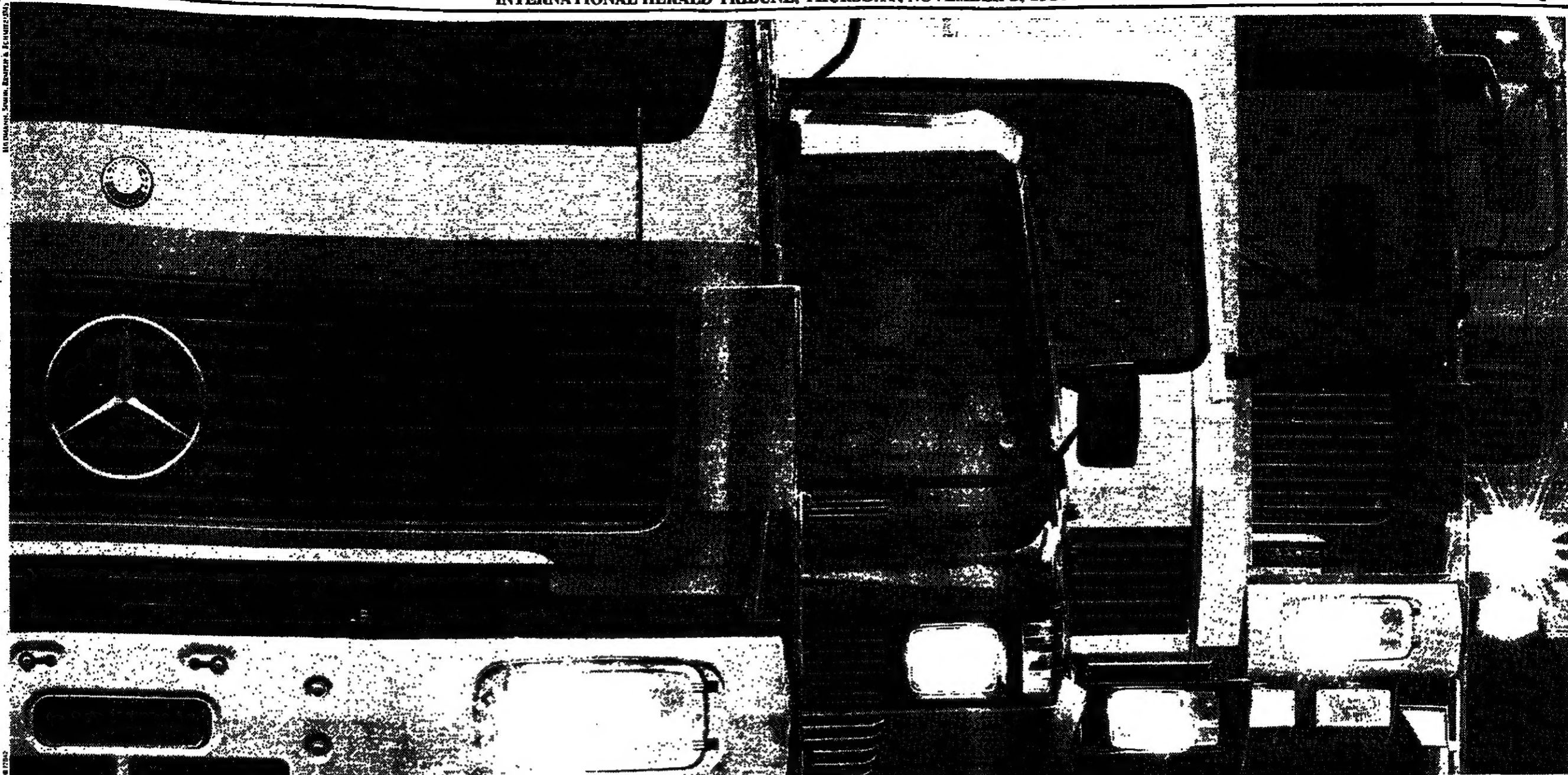
Mr. Pines called the speech a step backwards in some ways. Other experts said the revision was significant in itself.

"It was courageous," said William G. Hyland, editor of Foreign Affairs magazine in New York. "He obviously opened some wounds, and that's always dangerous and therefore bold. He had to go that far on a number of historical issues."

"The main thing," Mr. Heisbourg added, "is that he has rehabilitated Khrushchev. That's different."

Mr. Hyland said the speech supports the view that Soviet policy will become more moderating. "He is trying to be historical and fair to his own people, and he goes out of his way to put his policies with those of Khrushchev and Lenin," he said.

"It's an enormous step," he said, "a major political statement, and it is a step that was not a full exposure of the truth to miss the point," said Ben Cohen, a political science professor at Princeton University. "The truth isn't the whole truth. The great political change is in the Soviet Union."



# Economies of Scale.

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This combination means the company can respond to the diverse needs of

its customers on a continuing basis, across a competitive range of vehicles that includes vans, trucks and buses as well as cars.

The economies of scale at Mercedes-Benz are matched by few of its competitors and will enable it to meet successfully the increasing demands of a challenging market place.



DOONESBURY





## 90 Days Into Peace Pact, Central America Strife Appears to Be Widening

By Julia Preston  
Washington Post Service

**MANAGUA** — As a peace accord begins to take effect Thursday in five Central American nations, the guns of war are sounding more loudly in the region than they did three months ago when the pact was signed, according to politicians and diplomats.

In the 90 days between Aug. 7, when the presidents of the five nations agreed in Guatemala, and Nov. 5, the first deadline of the accord, there has been a torrent of activity by governments in the region seeking to meet its terms requiring cease-fire, amnesty, political dialogue, nonintervention and democratic reforms.

But already many initiatives have done more to delineate than to close differences between governments and the armed rebels arrayed against them, or between sharply opposed governments, according to regional observers.

As the plan evolved, its Nov. 5 deadline went from being the last day for the five governments to comply with the accord to being the first. The foreign ministers of the region argued during their meeting last week in Costa Rica that it would be premature to assess any government's progress at this time.

The presidents of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua now agree that they must complete their efforts toward compliance and face a more definitive collective judgment when they reconvene in another meeting sometime after Jan. 14.

As of now, the consensus among observers in the region is that the accord is very much alive, and very troubled. President Oscar Arias Sánchez of Costa Rica, the main architect of the plan, said last week that it was at an "impasse."

A weakness is that two of the key actors who can make or break the pact never signed it: the Reagan

administration and the U.S. Congress.

If the U.S. Congress accepts the administration's proposal for up to \$270 million in aid to the Nicaraguan rebels, the war in Nicaragua will escalate and the leftist Sandinista government has said it will feel forced to reject further compliance no matter what the other nations decide.

If the five presidents eventually deem the pact to be working, Democrats in the Congress will be in a strong position to reject new aid for the rebels, who are known as contras. The core conflict in the region will gradually wind down, leaving the Sandinistas in power.

Since Aug. 7 there have been no fundamental changes in the underlying conflicts in three nations, Nicaragua, El Salvador and Guatemala. In Nicaragua, an estimated 9,000 contras object to the Sandinista National Liberation Front's pervasive political control, collective economic policies and tilt toward the Socialist bloc.

The Sandinistas, more passionately than ever, reject the contras as U.S.-salaried mercenaries whose only goal is to recover properties and powers they lost in the 1979 revolution.

In El Salvador, President José Napoleón Duarte remains hamstringed by a hard-line military to his right and about 6,000 guerrillas to his left whose basic demands have not changed in three years.

In Guatemala the poverty of the majority Indian population and ongoing rightist death-squad murders have brought new recruits to a decades-old movement of about 2,000 Marxist guerrillas who in the mid-1980s came close to extinction.

A crucial issue now emerging is whether any leader or organization in the region will have enough authority and access to give an unequivocal evaluation of compliance all sides will accept.



**KOCH PRAISES 'PEACEMAKER'** — Mayor Edward L. Koch of New York praised President José Napoleón Duarte of El Salvador, right, as a peacemaker Tuesday and assailed leftist rebels for seeking power "simply by

virtue of the fact they have arms." He is touring Central America as an unofficial observer of the Arias peace plan and was flown to San Salvador after rebels threatened traffic on the road between the capital and the airport.

## Brazil Confronts AIDS-Related Threat: The Urge to Spread It

By Bradley Graham  
Washington Post Service

**CAMPINAS, Brazil** — Late one Friday afternoon last month, a 31-year-old man with AIDS visited a local treatment center feeling depressed.

He had murder on his mind. Lonely and distraught, he had been planning a sexual binge to spread the fatal acquired immune deficiency syndrome widely through Campinas, a city of 850,000 about an hour's drive north of São Paulo.

Dr. Silvia Bellucci, an immunologist at the center, recognized the man's urge. She had seen the same impulse numerous times before in other AIDS victims, this macabre wish to pass the virus to unsuspecting others.

She also knew the visitor from his attendance at group therapy sessions. He is a systems analyst at

a data-processing firm, and the father of two daughters. Three years ago, he began having homosexual relations and contracted AIDS.

Soothingly, Dr. Bellucci comforted the would-be murderer and drew him back to his senses.

"He sat right here on the couch," the doctor recalled during an interview in her outer office. "It was his birthday and he said he was feeling sad and anxious. No one had done anything to celebrate the day."

"He started crying and said he had been thinking of going out and spreading AIDS to at least 50 people. I cried with him, and then we talked for an hour and a half until he calmed down."

Second to the United States in the number of reported AIDS cases, Brazil is now confronting the threat of willful transmission of the disease. Medical experts here say

the desire to spread the virus occurs in victims elsewhere but seems to have received more widespread publicity in Brazil.

Simply identifying the sufferers of AIDS and easing the physical pain of their final days is said to be insufficient both for the victims and for everyone else's protection. The illness demands psychological care.

But in developing countries like Brazil, already hard-pressed to provide even basic medical services, the complications and traumas of AIDS go largely untreated.

In one previously unpublicized case in September, according to the center where Dr. Bellucci works, a 29-year-old drug addict who knew he was close to dying of AIDS gave a party in Campinas.

Without confessing his condition, he passed around a syringe of

cocaine diluted with his own infected blood, exposing about 20 people, ranging in age from 15 to 25, to the risk of contamination. They are now being seen at the center.

In the southern city of Florianópolis, residents have been panicked for two weeks over a police report of a purported pact among a small group of drug addicts to spread AIDS. An 18-year-old girl caught stealing furniture from an apartment building where she lived told authorities of the alleged plot. She identified a married couple infected with the virus as the ringleaders.

They were said to have hosted parties at which they mixed their blood with cocaine and used a single syringe to inject it into others.

The accused have denied scheming to spread AIDS. As authorities try to establish the truth, Brazilian newspapers say Florianópolis is swirling with rumors that up to several hundred people may have fallen prey to the alleged plotters and that schoolchildren were fed contaminated chocolates by the group. The virus is not transmitted through food.

Behind the urge to inflict AIDS on others lies a combination of sadistic and masochistic impulses, doctors say. Resentment against society merges with loneliness, despair and disgust with oneself.

"It is a mix of wishes to contaminate others and, as a kind of self-punishment, to be re-contaminated," said Margo Mair Marques, a

psychologist who treats AIDS victims in Campinas.

"It is usually a phase," she said, "part of the ups and downs of coming to terms with the disease."

Often, the impulse is not explicitly articulated but exists subconsciously. "Some victims knowing they have AIDS keep behaving as if they were not infected," she said. "Others say they are not worrying about the consequences of their actions. They say they couldn't care less about passing on the disease. That's really a kind of masking of the intention to infect others."

Public insensitivity to those with AIDS has aggravated the problem, according to medical experts. Along with a growing awareness in Brazil this year of the dangers of AIDS, there have been reports of infected persons being expelled from jobs, run out of towns or hunted down by the police. Recently, health officials ordered clinics to start reporting the names of anyone who has tested positive for AIDS antibodies.

Such measures are said to drive victims of the illness deeper into depression, or to give rise to anger. Some victims choose suicide. In São Paulo, where the majority of the known AIDS cases in Brazil are concentrated, 60 AIDS victims killed themselves in the first six months of this year, according to statistics kept by a medical law institute.

Dr. Bellucci, who has been work-

ing with AIDS patients since Brazil's first cases surfaced in 1982, says they need psychological care to combat what she calls the "AIDS ghost," an obsession with the fatal disease.

### Concern in San Francisco

AIDS tests will be urged for about 30,000 former patients who received blood at three hospitals in the San Francisco area from 1977 to March 1983, United Press International reported from San Francisco.

It has been estimated that up to 1 percent of blood supplies provided to the Kaiser health-plan hospitals during that period were contaminated with the AIDS virus. The hospitals are in San Francisco, San Rafael and Vallejo.

### Lebanon Guerrillas Kill A Member of Militia

**KIRYAT SHEMONA, Israel** — A member of the Israeli-backed South Lebanon Army militia was killed and four others were wounded in a clash with Iranian-backed Hezbollah guerrillas in Lebanon overnight Tuesday, security officials said Wednesday.

Three other South Lebanon Army fighters were wounded by mines planted by guerrillas, the officials said.

### Tutu Cites Pretoria in Mozambique Killings

**JOHANNESBURG** — Archbishop Desmond M. Tutu, the 1984 winner of the Nobel Peace Prize, accused South Africa on Wednesday of sharing responsibility for a massacre in Mozambique in which 278 people died.

In a statement that is bound to anger Pretoria, the Anglican leader said that South African denials of

involvement in the killings north of Maputo last Thursday lacked credibility.

Mozambique has said the massacre was carried out by rightist rebels of the Mozambican National Resistance, known as Renamo, which Maputo says is helped by South Africa.

Pretoria, which denies aiding the rebels, said Monday it took the

strongest exception to accusations that it masterminded the killings.

"But the government's outright protests cut no ice," Archbishop Tutu said. "Developments in Mozambique are forcing more and more national people to the inescapable conclusion that the South African government shares responsibility for the dreadful carnage in that country."

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## Lebanon Guerrillas

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## French Commercial Real Estate (Continued from Page 9)

urbs will simply lead to more choice. Says Clive Llewellyn of F&au Hampton Enterprises: "The question of overproduction in the Western suburbs is one of quality not quantity. It is probably the older, less well-located buildings which will suffer most, not those just going up. But we are deli-

nately moving toward a situation where there is a choice in the Western suburbs."

### High Tech

The suburbs of Paris have lent themselves admirably to the development of high tech parks. CGI, the leader in France of rental parks, has 27 of these centers in France, 22

of which are located around the Paris area. One of the most important of these areas is the Cité Scientifique Paris Sud, where the company has 700,000 square meters of high-tech buildings. This area, situated between the new towns of Saint-Quentin-en-Yvelines and Evry, is home to

8,000 high-tech enterprises, including Thomson, Matra, IBM, the CGE, and Alcatel.

Besides Saint-Quentin-en-Yvelines to the west, which has attracted the headquarters of the French construction giant, Bouygues, and Electronic Serge Dassault, the four other new towns of Evry, Marnes-la-Vallée, Melun-Sénart and Cergy-Pontoise, have also acted as attractive poles for companies wishing either to regroup or to pay rents which are sometimes as low as 500 francs per square meter. The extension of the RER and the construction of the "Francilienne," a highway network which will link all the new towns in the next few years, has given an addi-

Descartes, a future technological park, brings in 30,000 clients a year. The Ecole Supérieure des Ingénieurs en Electronique et Electrotechnique and the prestigious Ecole Nationale des Ponts et Chaussées, as well as Honda, Control Data, Danzas and IBM, have all set up operations in Marnes.

Jean-Paul Bertheau, assistant general manager of Meunier Promotion, a subsidiary of the Banque Nationale de Paris, recalls: "In 1974 there were a few low-cost housing projects, a shopping center and a parking lot with 5,000 places and not one empty office building." Since that time Meunier has built 100,000 square meters of office

## Paris is attractive — but it doesn't always fit the needs of companies wishing to regroup or expand.

tional boost to the activity of the expanding new towns.

Once companies have made the move out of Paris, they often start to expand in earnest. In Evry, where high-tech companies such as Hewlett Packard and Digital have located, 60 percent of the new jobs created last year were in resident companies compared with 70 percent created by new companies in 1985.

### Marnes-la-Vallée

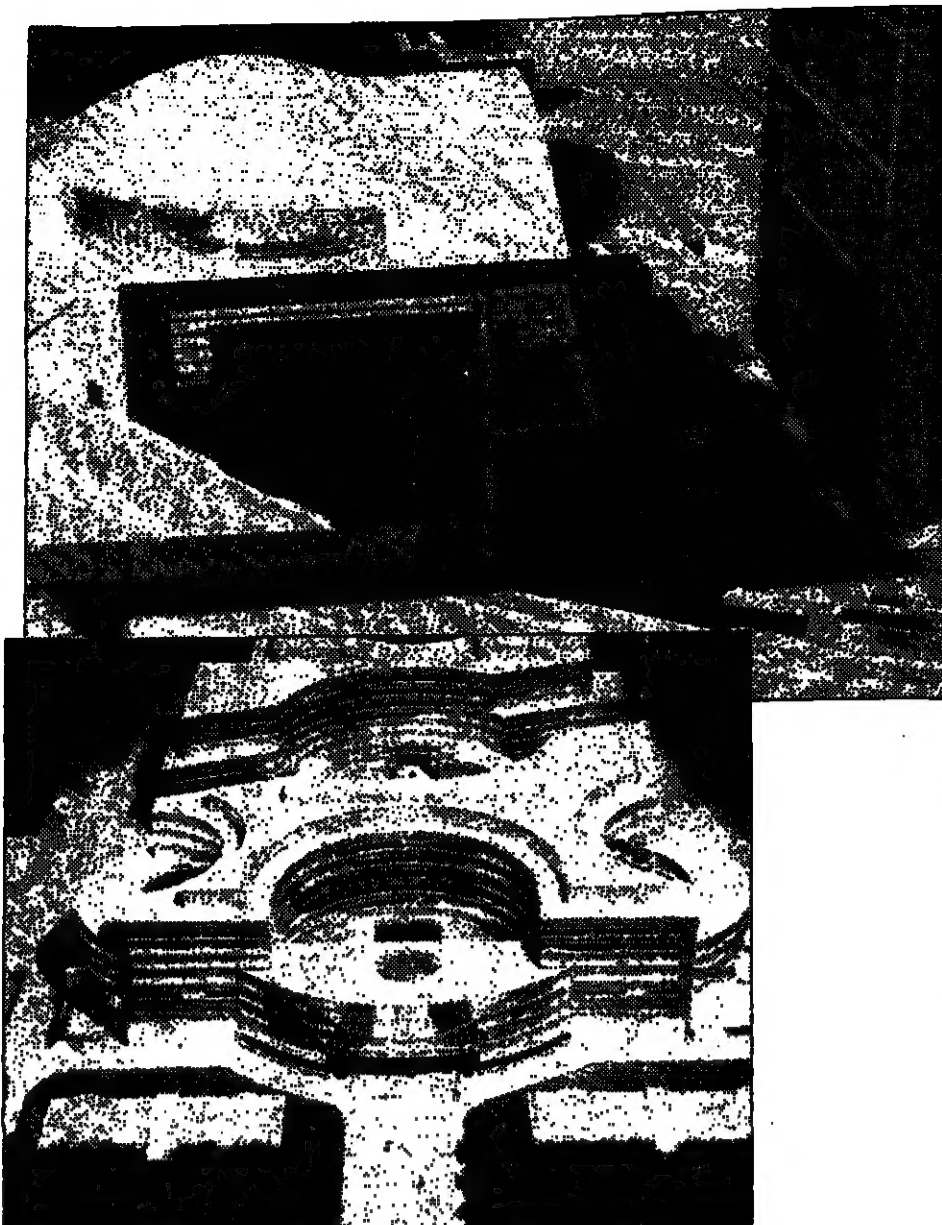
Marnes-la-Vallée, at only 12 kilometers from Paris, is the closest of all the new towns to the city center. An area of rich farmland some 15 years ago, this rapidly developing area, composed of 15,000 hectares of land spread over 26 communes, has attracted companies such as Bull, whose Training Center at the Cité

buildings with 300,000 square meters being planned.

Marnes's real claim to fame is Eurodisneyland, "a fantastic calling card," according to Jean-Marie Boyer of EPAMARNE, the public body in charge of developing Marnes-la-Vallée. "The arrival of the RER would have been inconceivable before Disney decided to set up there. And it has brought a lot of private companies out here. The choice of Marnes-la-Vallée by Eurodisneyland has really given a notoriety and a certain status to this new town."

### Financing

The French have long held a love affair with real estate. However, as direct ownership in residential property has declined over the past decade, legislation was introduced to



create SCPI's (Sociétés civiles de placement immobilier). These companies are set up by banks who wish to offer their clients the opportunity of owning shares in real estate mutual funds for a minimal investment. This formula has proved so successful that, according to a study by Auguste Thourard, investment in SCPI's has grown from 8.5 percent in 1980 to 14 percent in 1986.

The SCPI's (Sociétés immobilières pour le commerce et l'industrie) are financial companies engaged in the long-term financing of commercial or industrial buildings, either through direct

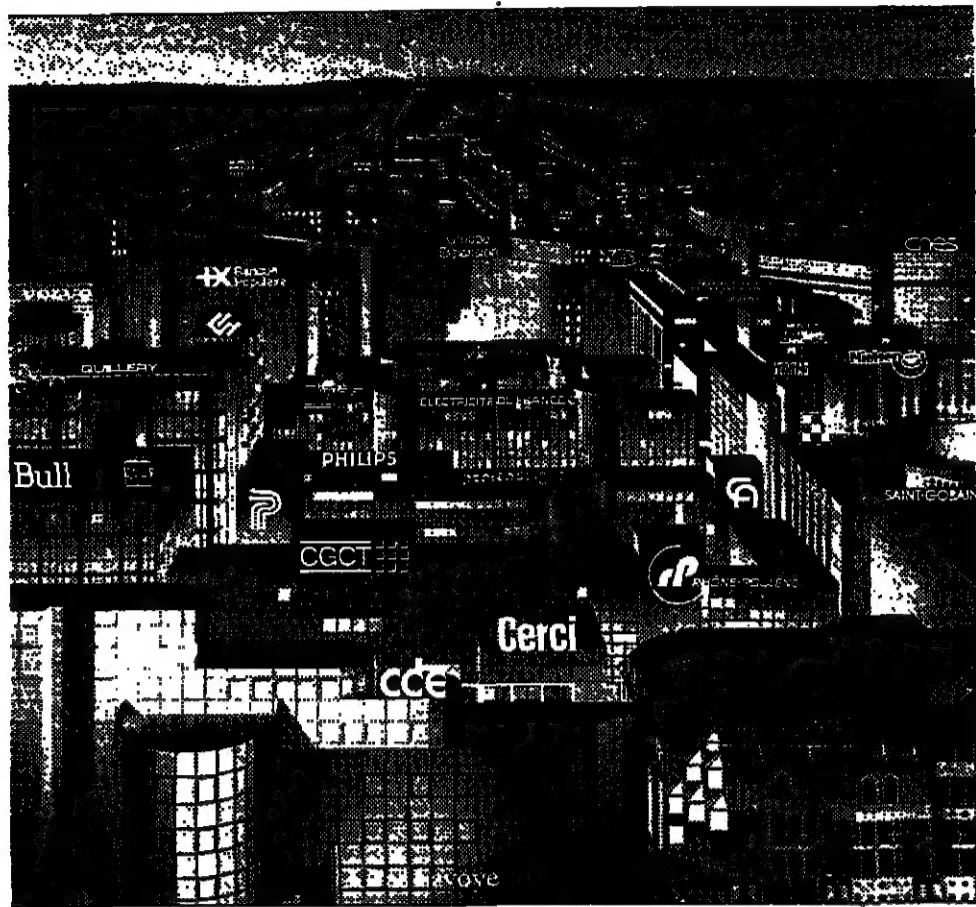
rental or leasing. SICOMI's provide leasing facilities with a purchase option for the tenant at the end of the contract. In addition, the SICOMI can acquire property for its own account as a permanent investment. In exchange for tax co-ownership, the SICOMI has to distribute at least 85 percent of its annual profit to its shareholders.

Interbail, a SICOMI created by the Crédit Commercial de France, a Swiss group composed of Winterthur, Inter-shop Holding, Union de Banques Suisses and a German group, says that the average shareholder is a "family man interested in making a 7 per-

cent annual return on his investment." Total investment in SICOMI's over the past 20 years has amounted to 155 billion francs. Of that, Interbail's part is 700 million francs.

"The market will continue to have a strong demand, mainly from service companies and we'll see rents continuing to rise and the capital continuing to attract foreign investors. Hopefully there will be a more fluid market with a relaxation in planning regulations, which will make it easier to reconstruct buildings inside Paris," says Robert Lipscomb of Healey and Baker.

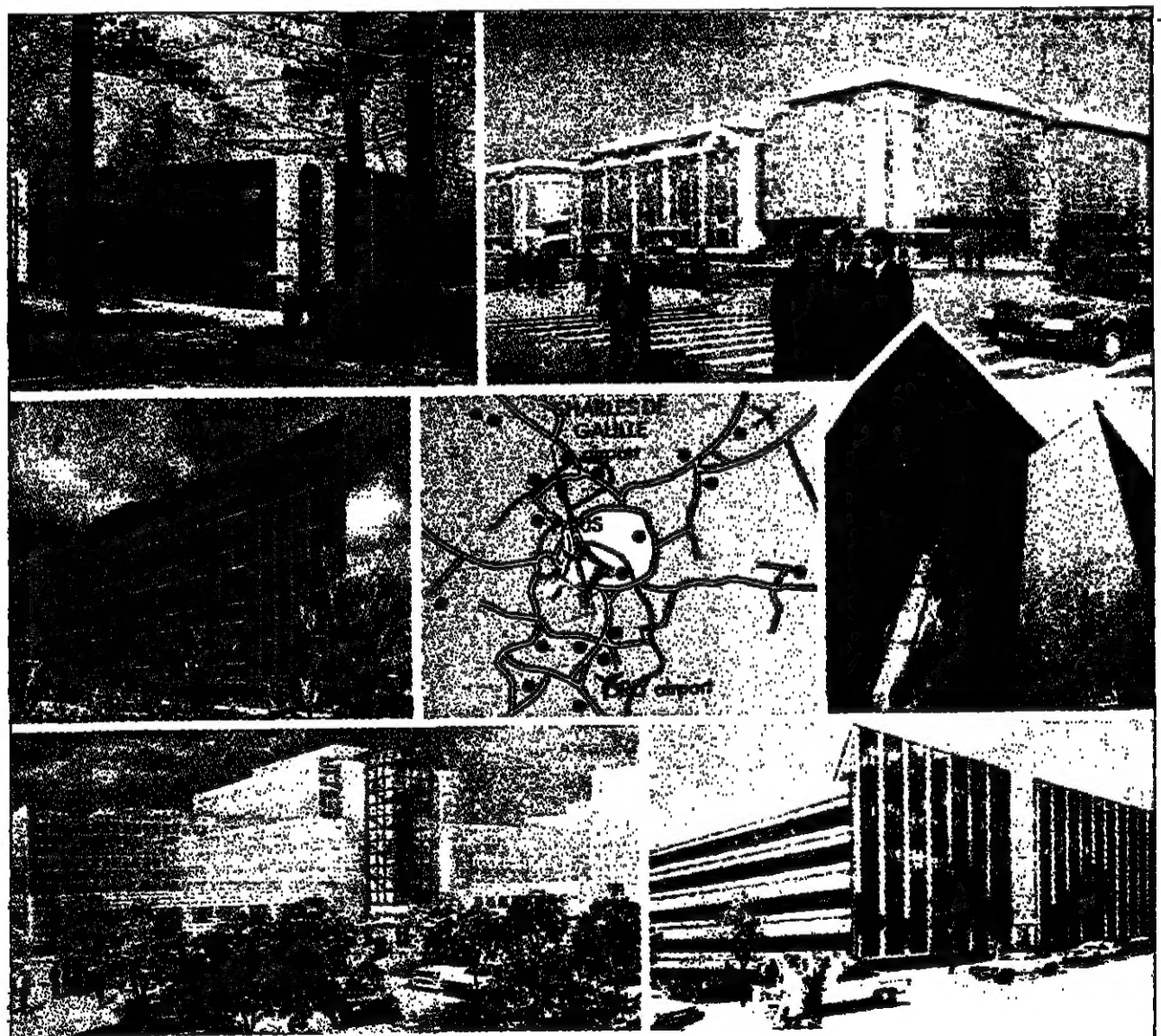
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## Paris Intramuros

THERE is more to Paris than the "Golden Triangle," an area that extends from Trocadéro to the Porte Maillot and Opéra. The Paris city government has carried out extensive efforts to redevelop the east of Paris — a traditional area for small shopkeepers and crafts-

men which, unlike the west of Paris, has virtually no company headquarters. As a part of the extensive development plan of the area, 300,000 square meters (360,000 square yards) of new offices will be built, excluding the new Ministry of Finance. The American Center, whose traditional

home has been on the Boulevard Raspail since 1931, is currently negotiating with the city for a location within the new Bercy development. "It is true," says Henry Pillsbury of the American Center, "that the Montparnasse of the '80s has now shifted to the area behind the Bastille."

Although Montparnasse may no longer be the hub of artistic talent that it once was, the 37-story Tour Montparnasse built in the '70s has transformed it into an active office area. The next major development in Montparnasse — probably one of the last in the center of Paris (not counting the 4.5 hectares of land at Dupleix to be sold by the Defense Ministry) — will be a 1.3 billion franc project by the French company GFF. They plan to build a 3-hectare park and office complex over the new station for the TGV Atlantique (train grande vitesse), which will link Paris to Bordeaux in three hours. The complex — the Nord-Pont with 43,000 square meters of

offices and shops and the Sud-Pont with 30,000 square meters of offices and shops — will be linked by pedestrian galleries. The complex will be designed by French architect Jean Willerval.

Developers are also watching the Stock Exchange, where space has become exceedingly tight due to deregulation and the growth of financial service companies. Some rumors would have a "Financial City" being set up outside Paris. Others expect expansion probably closer to home, in the Garment District, though this would depend on easing local planning restrictions. At any rate, this is one area planners will be turning their attention to in the future. Says Clive Llewellyn of F&au Hampton Enterprises: "I think the space problem in the area of the Stock Exchange is one of the major problems in Paris today."

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## What Is the I

These days, the question is not whether a company is in the United States, Japan or Europe, the question is how to either make an investment or to conserve such a figure. In the minds of developers and real estate professionals in France.

Just recently the French construction giant Bouygues and IBM announced the creation of a common subsidiary. The specialists will be in charge of research and development of smart buildings. Called by the group's name, Bouygues-IBM Technologies, the group's target is an estimated 10 to 15 percent of the 70 million square meters of offices potentially interested in the concept of a smart building.

Close on the heels of IBM and Bouygues, other groups such as Bull and Spie Bagatelles also

## The Spread



FRENCH businessman Jean-Jacques Lland works at the U.S. company Black & Decker in the suburb of Dardilly and is "regular" on the Paris-Lyon TGV train — sometimes even along the train in the morning to return to Lyon the same evening. Patrick Gellifay, business manager for Monsanto Agriculture Company in Isle d'Elbe, a new town outside of Lyon, travels to Paris two days a week.

The French national railroad company estimates that approximately 9,000 people like Lland and Gellifay cross France every day. Going to Paris from Lyon — equivalent to going from Los Angeles to San Francisco — is, for most French businessmen, just a daily biz.

Hewlett Packard in Grenoble says that some of its employees make 50 many trips — an average of 50 return trips in the week — to Paris that the company has set up an in-house travel agency.

While the overwhelming majority of headquarters of multinationals remain in Paris, more and more firms have set up branches in the provinces. Says Jean-Claude Maurel, director of SOPREC, a real estate subsidiary of the Caisse des Depots, which owns 578,000 square meters of offices all over France: "Over the past decade improved air-line and train service as well as telecommunications have created a market in the provinces which is both spontaneous and voluntary. Many companies, particularly foreign ones, ask us to go to the provinces."

According to the magazine "Entreprises et Regions," the office market in the provinces has increased 60 percent over the past two years, from 193,400 square meters of new square meters last year. Twelve cities — Lyons, Lille, Nantes, Grenoble, Rennes, Rouen, Toulouse, Bordeaux, Nancy, Strasbourg, Nice and Marseille — account for 70 percent of the commercial property activity.

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## ADVERTISING SECTION

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## What Is the IQ of your Building?

THESE days, the question is less facious than it sounds. Thanks to a handful of truly "smart" or "intelligent" buildings in the United States, Japan and Europe, the question of how to either make an already existing building "intelligent" or to conceive such a building from scratch is very much in the minds of developers and real estate professionals in France.

Just recently the French construction giant Bouygues and IBM announced the creation of a common subsidiary whose specialty will be the research and delivery of turn-key smart buildings. Called IB2 Technologies, the group's target is an estimated 6 to 7 percent of the 70 million square meters of offices potentially interested in the concept of a smart building.

Close on the heels of IBM and Bouygues, rival groups Bull and Spie Batignolles also

announced they would cooperate on technological innovations in offices, particularly pre-cabling systems. Bull cabling systems will install all the computer equipment in Spie's new headquarters at Cergy-Pontoise.

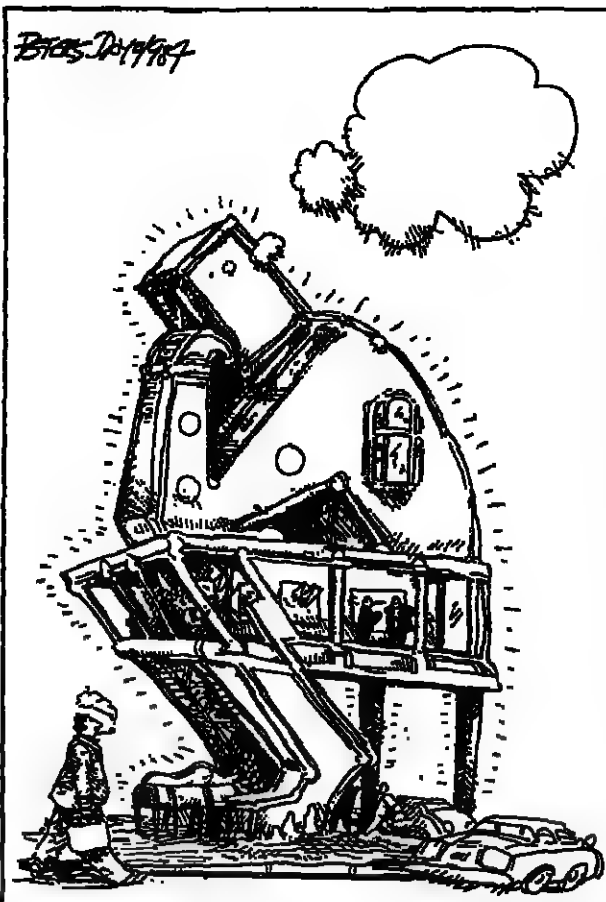
The definition of a smart building varies slightly from country to country. Generally speaking, though, a smart building is one with state-of-the-art office automation, ventilation and security systems. The antithesis of the generation of anonymous skyscrapers, a smart building is a low-rise with plenty of natural light, greenery and possibility for the personnel to meet each other around the various patios and arcades designed as crossways. Generally, the architecture and design of a smart building makes a powerful statement about the company's image.

Says Claude Barbier, general manager of Jones, Lang,

Wootton: "In France there are buildings which are 'intelligent' to varying degrees. Companies such as Bouygues, for example, have created their own buildings with the most sophisticated office automation but for the moment no developer in France has created a smart building for different users."

Recent buildings, however, are tending to be as smart as they can. Auguste-Thouard is currently commercializing the Parc du Bois Briard, 24,000 square meters of offices in the new town of Evry which differ radically from traditional office buildings. Presented as a "shell and core," this high-tech building offers numerous combinations of ventilation and a variety of possibilities for cabling. The ceilings, which are almost 4 meters high, will allow users to vary floor level depending on individual needs.

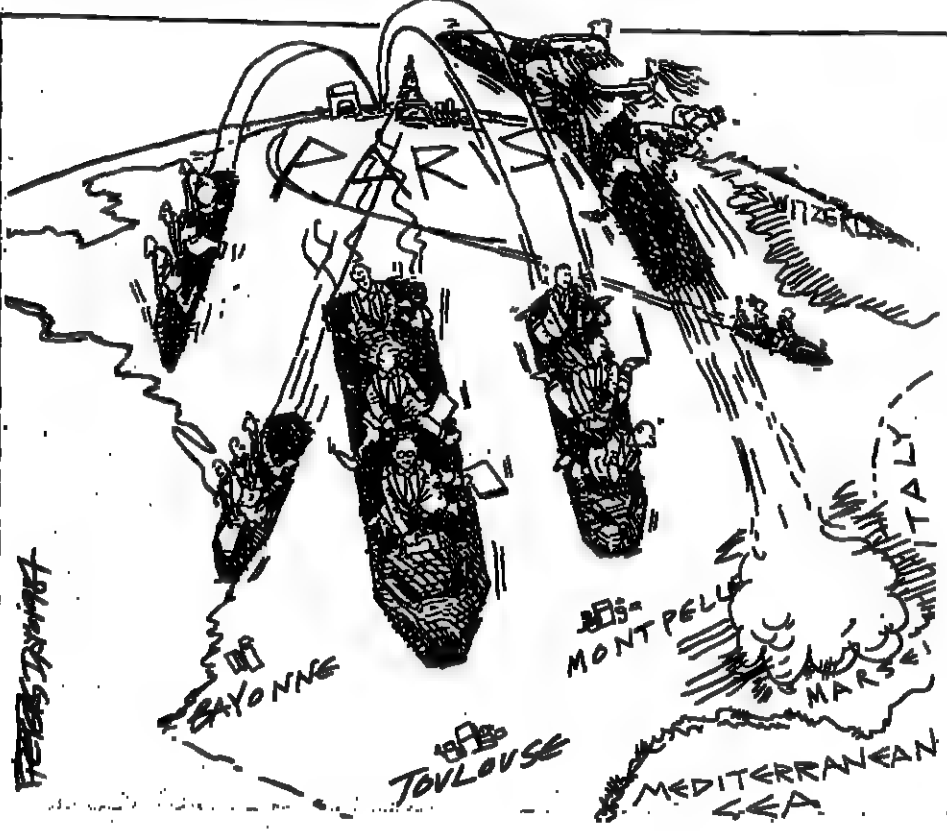
For British developer Keith King and the KLN archi-



tural firm which has designed the buildings, technological innovation is the key to the future. Architect Gérard Leroy of KLN says that many buildings are now becoming totally obsolete for high-tech purposes. "Some buildings," he says, "are not being rented because they are just not up to standard." In the future, he says, "users will be asking for buildings which are flexible and adaptable. The ones which are impossible to equip for cabling run the risk of remaining unrented."

In spite of efforts to go even further to meet the technological age, France does not yet have a host of smart buildings. Instead, says Claude Barbier of Jones Lang, "it has smart buildings with different IQ's." The next challenge for developers will be to make existing buildings smarter and come up with a whole generation of intelligent buildings adapted to the needs of high technology.

## The Spread of Shuttle Biz



er, Bull, Hewlett Packard, IBM and Merieux. According to Patrick Verdier of Auguste-Thouard in Lyons, the market progressed regularly in 1986 with a demand primarily for smaller offices (around 230 meters).

Further south, Toulouse and Montpellier have a foothold on the future. Montpellier, the first city in the world to be equipped on an industrial scale with a fiber optics cable network, has created Montpellier Technopole, which has four main centers of interest: agrocity; new communications; health; and electronics and information processing. Launched by IBM, which settled in Montpellier in 1965, the computer industry and high-tech sectors now account for one third of the city's activities. Says Christian Felix, director of the SOPREC at Montpellier, which has commercialized the Agropolis

scientific park for companies in the agricultural processing sector: "There has been such an acceleration of demand in Montpellier that for the past three years the rate of occupancy of new buildings has been 30,000 square meters a year, half for public building, half for private."

Currently there are 100,000 square meters of offices available for rent or sale in the southwestern metropolis of Toulouse, where the main areas for offices are near the airport of Blagnac, Labège in the southeast and "Campus-Caffarelli" in the center of town. Small wonder: the me-

ropolis of over half a million people is the home of the European aeronautics industry with Aérospatiale and the Centre National des Etudes Spatiales as well as foreign firms such as Motorola, ITT, Cannon Electric and Bendix. According to Guy Schlegel of the Chamber of Commerce of Toulouse: "The strong acceleration of new programs corresponds to a very strong demand. From 35,000 to 40,000 square meters of offices are being rented or sold every year."

Southern cities tout the good life and the exceptional climate but Lille, with a population of 1.1 million, will have the TGV Nord linking it to Brussels in only 35 minutes, and Amsterdam in two and a half hours. While the Chamber of Commerce says office space in Lille now runs

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RENCH businessman Jean-Jacques Liard works at the U.S. company Black and Decker in the Lyon suburb of Dardilly and is a "regular" on the Paris-Lyon TGV run — sometimes even taking the train in the morning to return to Lyon the same evening. Patrick Geffray, business manager for Monsanto Agriculture Company in Isle d'Abeau, a new town outside of Lyon, travels to Paris two days a week.

The French national railroad company estimates that approximately 9,000 people like Liard and Geffray cross France every day. Going to Paris from Lyon — equivalent to going from Los Angeles to San Francisco — is, for most French businessmen, just shuttle biz.

Hewlett Packard in Grenoble says that some of its employees make so many trips — an average of 50 return trips in the week — to Paris that the company has set up an in-house travel agency.

While the overwhelming majority of headquarters of multinationals remain in Paris, more and more firms have set up branches in the provinces. Says Jean-Claire Maurel, director of SOPREC, a real estate subsidiary of the Caisse des Dépôts, which owns 578,000 square meters of offices all over France: "Over the past decade improved airline and train service as well as telecommunications have created a market in the provinces which is both spontaneous and voluntary. Many companies, particularly foreign ones, ask to go to the provinces."

According to the magazine "Entreprises et Régions," the office market in the provinces has increased 60 percent over the past two years, from 153,400 square meters of new offices in 1984 to 246,000 square meters last year. Twelve cities — Lyons, Lille, Nantes, Grenoble, Rennes, Rouen, Toulouse, Bordeaux, Nancy, Strasbourg, Nice and Marseille — account for 70 percent of the commercial property activity.

From Lille in the north to Toulouse and Montpellier in the south, the provinces are moving. "Technopoles" or scientific business parks are sprouting up on the periphery of many provincial cities.

In Bordeaux, the commercial property market didn't really get off the ground until 1981 when the Banque Privée de Gestion Financière built a Parc Club near Mérignac Airport. Since then the regional headquarters of 80 companies, including Agfa-Gevaert, Alcatel, Bouygues and Sodecho, have located there. Other operations such as Bordeaux Lac have attracted companies like

IBM and Miele, a 1,600-person conference center and a hotel capacity of 1,000 rooms.

In Lyon, second only to Paris for its scientific and research industries, municipal authorities have pushed for a scientific center around Gerland, a former slaughterhouse district only 10 minutes from the heart of the city. With Ecole Normale Supérieure de Lyons as its hub, Gerland comprises a plethora of biotech or pharmaceutical companies. Another "technopole" in Lyons Ouest includes four "grandes écoles" and computer, electronic and biotech firms such as Black and Decker.

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cial districts of Val Maubuée, or the Enterprise Zone at St-Thibault-des-Vignes, every opportunity is available for setting up and expanding business. And a young and highly-qualified local population makes it easy to find excellent personnel. Marne-la-Vallée is already the choice of companies like DANZAS, CONTROL DATA, BULL, SAMDA, CGE or TRT TI — not least because of the care and attention given to the surrounding landscape and pleasant working environment. Indeed, even the term technopolis is inadequate to describe such an area. Soon heading for 2,000,000 square meters of office space and 650 hectares of industrial estate, set in the heart of 15,000 hectares of woods and lakes, close to residential areas, Marne-la-Vallée is much more than a technopolis: it is a real living city, tailored to the human aspirations and technologies of our modern age. The development of your business depends on the right choice of a strategic location. Let gateways to success open for you at Marne-la-Vallée.



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## SCIENCE

Satellites, Weapons  
In Battle of Deception

By William J. Broad

New York Times Service

A BATTERY of new technologies, some mature, others on the drawing board, will help the United States overcome Soviet efforts to deceive Western spy satellites, according to former government officials, space experts and private scientists.

For years, largely without public knowledge, the two superpowers have vied to fool each other's surveillance satellites and the military analysts who interpret top-secret photographs made from space.

Weapons in the war include camouflage, concealment, decoys and misleading deployments of real weapons. Both sides use ground-based radar and computers to track hostile satellites and to predict when they will pass overhead, allowing military units on the ground to hide or disguise sensitive operations.

False deployments of tanks, planes, missiles, command posts and other military installations are seen as important for creating a psychological edge in peacetime and for drawing away enemy fire from real targets during war.

Nuclear arms are supposed to be exempt from such games. The United States and the Soviet Union have agreed in treaties to refrain from interfering with satellite reconnaissance to monitor compliance with nuclear arms agreements. But critics say neither side has completely lived up to the pledge.

The West has long been at a disadvantage in the war of deception because it is difficult to keep fake operations and false deployments secret in an open society. But it has recently made several advances in ways to see through Soviet deception. By the 1990s, military experts say, Western spy satellites will be nearly impossible to track and will be able to see through clouds and outwit enemy camouflage and decoys.

Dino A. Brugioni, a senior reconnaissance official at the Central Intelligence Agency for 34 years before his retirement in 1982, said: "There's no doubt that the West has the advantage" in perfecting the new technologies, which rely heavily on advanced materials, electronics, computers and optics.

The KH-11 spy satellite launched last week by the United States boasts technologies that mark a first step in that direction.

The KH-11 has powerful, lightweight engines that allow controllers on the ground to maneuver it in orbit. Future spy satellites will be capable of being refueled, dramati-

cally extending their range and life-span.

A second future technique is to build spy satellites out of materials, like those in the "stealth" aircraft, that absorb or disguise radar waves, making them invisible to enemy equipment.

Yet another technique would be to create sensors that can record more than the waves of visible light, enabling them to expand from simple black and white images to simultaneous measurements of hundreds of distinct parts of the electromagnetic spectrum.

Such sensors could see through camouflage and gather subtle clues about whether "weapons" are made of metal or plastic, whether they are real or fake.

In the Soviet Union, such concealment and deception is called *maskirovka*. The name is applied to any measure that aims at disguising the real picture and showing a false one to an enemy.

Viktor Suvorov, a former Soviet intelligence officer who defected to the West in 1978, says the Soviet military collects data on hostile spy satellites, predicts their orbits and tries to dodge or deceive them.

"No trials of tanks, aircraft, radio sets, radars, or submarines were to be undertaken if, at a particular moment, a hostile satellite was overhead," Mr. Suvorov wrote in his book "Inside the Soviet Army." He said the increasing accuracy of American missiles prompted the production of false targets.

ACCIDENTS of nature have occasionally helped reveal Soviet deception. In his book on the Soviet military, "The Threat," Andrew Cockburn tells how American photo interpreters in the early 1970s discovered that a new ballistic missile submarine had joined the Soviet northern fleet at Polyarny on the Barents Sea. But after a storm swept the area the new "submarine" was bent in half.

Mr. Brugioni said such incidents suggest ways for the West to see through some Soviet deception, even without new technologies. The photo interpreter has all kinds of tricks, he said. "If the Soviets put up dummy aircraft, you never see them being serviced. If they put up rubber dummies and decoys, you see them smashed as the weather and seasons change."

Although the Soviet military is considered a master in the art of satellite deception, the American military has learned a few tricks over the years.

The most common practice is to stay out of view of Soviet satellites. For instance, during the unsuccessful

attempt in 1980 to rescue American hostages in Iran, about 400 soldiers and airmen involved in the effort were stationed in Egypt, along with their weapons and aircraft. All their activities were carefully timed. Whenever a Soviet reconnaissance satellite was to pass overhead, the soldiers took cover in an aircraft hangar.

The Navy has used such methods to hide ships at sea, timing their speed of transit to avoid passing satellites. In 1983, for example, an American naval force evaded Soviet detection during its passage across the Atlantic. Its commander, Vice Admiral Henry Mustin, later boasted: "We disappeared from the face of the earth as far as the Soviets were concerned."

Paul B. Stares, a space expert at the Brookings Institution in Washington, said the Navy not only knew how to avoid Soviet satellites but practiced having its ships temporarily sail on false courses in order to trick them.

The American military is increasingly looking to advanced technologies as a way to outwit the Soviets, experts say. The KH-11s engines, for instance, allow it to move around in orbit and to show up in unexpected places, thwarting attempts to conceal or mislead.

"Every time we have a satellite in a position where it's not supposed to be, or launch a new satellite, we see things we've never seen before and don't see again after they catch on" by tracking and predicting the satellite's orbits, said Angelo M. Codella, a senior research fellow at the Hoover Institution in California and a former staff member of the Senate Intelligence Committee.

The next generation of American spy satellites, the KH-12, will have its engines refueled by military astronauts working from the space shuttles or the proposed space station.

"Access to filling pumps will allow almost constant maneuvering," said William E. Burrows in his recent book, "Deep Black: Space Espionage and National Security." Such movement, he added, "will make concealment and subterfuge — *maskirovka* — all the more difficult."

The ultimate way to foster unpredictability is to be invisible — a top-secret endeavor being hotly pursued by designers of military satellites.

Stealth techniques are widely used in military fighters, bombers and cruise missiles to reduce their visibility to enemy radar. Two main methods involve replacing metals with lightweight composite materials that absorb radar signals, and smoothing body parts so they de-



Beyond Visible Light

New sensors on spy satellites will go far beyond black and white imagery to use multiple other parts of the electromagnetic spectrum, allowing them to see through clouds and camouflage and distinguish between plastic and steel.

All materials have characteristic "signature" signals, many of them outside the visible spectrum. Analysis of infrared light, for example, can reveal smoke plumes of ships traveling beneath cloud cover.

The electromagnetic spectrum

reflect radar signals rather than reflect them.

Congressional experts on weapons say the Pentagon is applying stealth techniques to satellites, an assertion the Defense Department declined to discuss. It is known, however, that in April 1984 the space agency launched a four-ton cylinder (3.5-metric tons) carrying experiments to develop new space-age materials including secret ones for making stealth satellites.

Perhaps the most exotic and powerful technique under development is the effort toward satellite sensors that can simultaneously monitor hundreds of distinct parts of the electromagnetic spectrum, a technique scientists call "multi-spectral" analysis. The goal is to gather subtle clues about the actual physical makeup of observed objects and to penetrate natural barriers and camouflage.

Paul D. Zimmerman, a physicist and senior associate at the Carnegie Endowment in Washington, said the process was similar to performing "a rough chemical analysis" of earthly objects from spy satellites several hundred miles away. "Anything that's camouflaged or decoyed will be seen to be that way," he said. "You'll be able to see it physically and chemically different from the thing it's pretending to be."

Multi-spectral techniques were pioneered not by the military but by civilians, in particular the National Aeronautics and Space Administration. In the 1970s NASA created two pioneering satellites, Seasat and Landsat, the former working in the radio-frequency range of the electromagnetic spec-

trum and the latter the visible area of the spectrum.

The current generation of Landsat satellites have sensors that simultaneously monitor seven different parts of the spectrum. Civilian scientists have discovered that bands can reveal subtle clues about objects under observation on Earth.

The military's aim is to vastly expand the number of channels being monitored from space in order to increase the power and sophistication of remote chemical analysis. Decoys made of wood or plastic could thus no longer masquerade as metal. Camouflage would be revealed as canvas rather than foliage.

Penetrating clouds and other barriers is possible when space sensors focus on revealing signals. One day, for example, James A. Coakley Jr., a senior scientist at the National Center for Atmospheric Research in Boulder, Colorado, was looking at a 3.7-micrometer space photo of the ocean, which is in the infrared region. Clouds were nearly invisible. But the picture was covered with myriad streaks, which he quickly realized were caused by gases from smokestacks of passing ships. "What's really amazing is that you see no signals from the smokestacks in the visible," he said.

"The future is very interesting," said Brian Gordon, a Defense Intelligence Agency analyst, noting that multi-spectral sensors were under development that could simultaneously monitor 224 parts of the electromagnetic spectrum.

"The skies may be crowded in the future" with new kinds of satellites, he said.

## The Smallpox Quandary

By Harold M. Schmeck Jr.

New York Times Service

TEN years after smallpox ceased to exist as a human disease, virus experts and public health officials are in a strange quandary: what to do with the last surviving smallpox viruses.

These viruses exist today in only two places, high security laboratories in Moscow and at the U.S. Centers for Disease Control in Atlanta.

Now, on the 10th anniversary of the eradication of smallpox, the experts are questioning whether or not these last stocks of variola virus — the cause of smallpox — should finally be destroyed.

"No scientist is working with viable variola virus or is likely to be allowed to do so," said Dr. Keith Dumbell of the University of Cape Town in South Africa, writing in *The Lancet*, a medical journal.

"To the best of our knowledge," he added, "destruction of all remaining laboratory stocks of variola virus would seal the final seal on the attempt to rid the world of this infectious scourge."

But some specialists have argued that the virus should not be eradicated from the world, partly because unforeseen research uses might arise in the future and partly because once it was destroyed, it could never be raised from extinction.

The deliberate extinction of a species would be an unprecedented step. But this is a species that, over thousands of years, has killed many millions of people, often killing one in five of those infected and disgusting many of the survivors.

Now the only surviving representatives of the virus are stored in vials kept in freezer lockers at minus 94 degrees Fahrenheit (minus 70 centigrade).

The high security laboratory in Moscow is now used mainly for diagnostic work on the AIDS virus, according to a doctor who visited there recently. The laboratory at the Centers for Disease Control is also used for other purposes.

The last naturally transmitted case of smallpox occurred in Mexico, Somalia, in late October 1977. It is from this case that the 10-year anniversary is dated.

In 1978 two cases occurred in England because the virus accidentally escaped from a research laboratory. There have been many rumors, but no actual cases of smallpox anywhere since then.

Until 1981, research was still done with the live smallpox virus, particularly for the purpose of comparing it with suspects brought in from rumored smallpox cases anywhere in the world. But that use of the laboratory stocks is no longer necessary because advances in molecular biology have provided a safe alternative.

Most of the genetic material from the virus is maintained in a collection of circular pieces of DNA called plasmids that can be grown in bacteria. Each plasmid holds a different small portion of the virus DNA.

Specialists say it would not be possible to grow a live virus from the combined material of the whole plasmid collection.

Dr. Dumbell questioned virologists throughout the world about the desirability of destroying the virus. Of the 61 scientists in 22

countries who responded, only five thought the virus stocks should be preserved indefinitely.

Those five offered two reasons: first, that the virus could be kept in storage with minimal risk and that this should be continued to preserve specimens of the species; and second, that the preservation of openly retained stocks was preferable to destroying them and leaving the possibility that some country was keeping secret stocks for possible use in biological warfare.

IN BRIEF

## Panel Criticizes Rise in Caesareans

WASHINGTON (NYT) — About half of all women who gave birth by Caesarean section last year in the United States did so unnecessarily and perhaps dangerously, according to a report issued by a non-profit organization founded by Ralph Nader.

About 906,000 Caesarean deliveries were performed last year, according to data presented by the Public Citizen Research Group. The rate of Caesarean sections has quadrupled over the last 16 years, the report said. Dr. Sidney Wolfe, director of the group, said physicians generally agreed that only about 12 to 16 percent of mothers required the procedure.

The reasons for the excessive use of Caesarean sections, the report said, were the "outdated policy" of repeating the procedure for any mother who has already had one and overdiagnosis of abnormal labor and fetal distress. Dr. Wolfe also asserted that the procedure was widely used because Caesarean deliveries are more profitable and more convenient. If the increase in Caesarean deliveries is unchecked, the rate will increase to 40 percent of all births by the year 2,000, the group predicted.

## Earth's Temperature on the Increase

WASHINGTON (AP) — The long-debated "greenhouse" warming of Earth could become noticeable in the next decade, according to James Hansen, director of the Goddard Institute for Space Studies. Scientists have warned that Earth's atmosphere is being changed into a greenhouse-like environment, trapping more heat from the sun than can escape into space — a result of adding carbon dioxide and other gases to Earth's atmosphere, largely through burning fossil fuels and wood.

Added carbon dioxide in the atmosphere has raised the planet's average temperature about 0.6 degrees centigrade (one degree Fahrenheit) during the last century, but in the coming 100 years the rise could be 2 degrees to 5 degrees centigrade, Mr. Hansen added.

The change will result in more extreme days that can affect people, crops, energy use and other parts of society. The most likely results of a warming include increasing rain and snowfall in some areas, warming of the polar regions in winter and a cooling of the upper atmosphere.

## Photos Spur Himalayan Yeti Debate

NEW YORK (NYT) — The Himalayan yeti debate has been revived by an English physicist who described a sighting and presented two sets of photographs as evidence during the annual meeting of the American Alpine Club. Anthony B. Woodbridge said he encountered what he believed was a yeti in the Himalayas last year.

His main evidence consists of two sets of photographs taken on March 6, 1986, on an 11,000-foot (3,350-meter) Himalayan trail near India's border with Tibet. One photo shows fresh tracks in snow made by enormous feet with widely splayed big toes. The other, taken from a distance of 450 feet through a wide-angle lens, shows a silhouette of a vaguely human figure. His photographs have prompted skeptical comment even from self-proclaimed yeti believers. Dr. Grover S. Krantz, an anthropologist at Washington State University said, "Those pictures are definitely not of a yeti." By his own account, Dr. Krantz said, Mr. Woodbridge never positively saw the thing. Mr. Krantz said he was sorry to cast doubt. "I am absolutely convinced that the North American squawatch exists," he said. Although the photograph is sharp and well exposed, the figure in question is so distant that an enlargement of the image reveals little detail.

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British Pound	£	1.00	West German Mark	1.00
Canadian Dollar	C\$	1.00	Yen	1.00
Dutch Guilder	fl.	1.00		
French Franc	F	1.00		
Italian Lira	L	1.00		
Japanese Yen	¥	1.00		
Portuguese Escudo	E	1.00		
Spanish Peseta	P	1.00		
Swiss Franc	Sf	1.00		
U.S. Dollar	\$	1.00		

Source: Reuters, London, 11:00 AM, 5 Nov 87. Rates are for 1 unit of foreign currency against 1 U.S. dollar.

Other Dollar Values

7205	Hong Kong \$	71	N. Z.
7401	Indian rupee	71	N. Z.
8539	Indo. rupiah	71	N. Z.
1234	Irish £	71	N. Z.
1321	Israeli sheq.	71	N. Z.
4562	Kenya sh.	71	N. Z.
221	Malay. Ring.	71	N. Z.







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Vol.	High	Low	Last	Chg.
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AT&T	257.00	256.00	256.00	+
GE	252.00	251.00	251.00	+
Amgen	247.00	246.00	246.00	+
Amgen	242.00	241.00	241.00	+
Amgen	237.00	236.00	236.00	+
Amgen	232.00	231.00	231.00	+
Amgen	227.00	226.00	226.00	+
Amgen	222.00	221.00	221.00	+
Amgen	217.00	216.00	216.00	+

Market Sales

NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume

NYSE Index

High	Low	Close	Chg.
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume	NYSE 4 a.m. volume

Wednesday's NYSE Closing

Via The Associated Press

AMEX Diary

Chg.	Prev.
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume

NASDAQ Index

Chg.	Prev.
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume

AMEX Most Actives

Vol.	High	Low	Last	Chg.
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume
AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume	AMEX 4 a.m. volume

Dow Jones Bond Averages

Class	Chg.
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages
Bond Averages	Bond Averages

NYSE Diary

Class	Prev.
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume
NYSE 4 a.m. volume	NYSE 4 a.m. volume

Odd-Lot Trading in N.Y.

Buy	Sell	Net
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading
Odd-Lot Trading	Odd-Lot Trading	Odd-Lot Trading

Dow Jones Averages

Open	High	Low	Last	Chg.
Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages
Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages
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Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages
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Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages
Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages	Dow Jones Averages

Standard & Poor's Index

High	Low	Close	Chg.
Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index
Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index
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Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index	Standard & Poor's Index

NASDAQ Diary

Chg.	Prev.
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
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NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
NASDAQ 4 a.m. volume	NASDAQ 4 a.m. volume
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AMEX Stock Index

High	Low	Close	Chg.
AMEX Stock Index	AMEX Stock Index	AMEX Stock Index	AMEX Stock Index
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AMEX Stock Index	AMEX Stock Index	AMEX Stock Index	AMEX Stock Index
AMEX Stock Index	AMEX Stock Index	AMEX Stock Index	AMEX Stock Index
AMEX Stock Index	AMEX Stock Index	AMEX Stock Index	AMEX Stock Index
AMEX Stock Index	AMEX Stock Index	AMEX Stock Index	AMEX Stock Index

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

# MARKETS: Dow Falls 18 Points, Off Lows

(Continued from Page 1)

nothing happens by this weekend, the market could get extremely ugly."

"People are very hopeful that they saw the worst" after last month's plunge in share prices, said William LeFevre, a market strategist for Advent Inc. "But at the least sign of decline, they sell. It's almost human nature."

The New York Stock Exchange index dropped 1.00 point to 139.11. Standard & Poor's 500-stock index slipped 1.86 to 248.96. The average price of a share lost 23 cents.

Earlier, prices had fallen sharply in Asia and Europe. The Tokyo Nikkei average, tumbled 298.07 yen, or 1.3 percent, closing at 23,060.53 yen. The index had gained 29.69 on Monday. The exchange was closed Tuesday for a holiday.

Stocks also fell in Hong Kong and Sydney, and the declines continued in European trading. In London, the Financial Times Stock Exchange index of 100 leading shares dropped 45.8 points, or 2.7 percent, to 1,608.10. The market closed off its lows after the Bank of England pushed interest rates lower.

Wednesday's market uncertainty resurrected the same fears that incited the world stock collapse last month, dealers said, and came after another skittish day in which the Dow average briefly was down more than 100 points.

The Dow index finally finished at 1,363.53 on Tuesday, down 50.56 points for the day. The session ended a five-day partial rally that had bolstered the average by more than 220 points.

"A lot of the drop is from overseas investors based on lack of confidence in Washington," said Philip C. Puccio, manager of institutional trading at the New York investment firm Dillon, Read & Co. "I think the market is extremely volatile and I for one won't be buying."

Larry Wachel, a market analyst with Prudential-Bache Inc., said the intense focus on the budget-cutting talks could lead to trouble later. "It's all so simplistic," Mr. Wachel said, referring to what he called the "blinding flash" theory. In that misguided view, he said, "they cut the budget and everything will be all right."

Mr. Wachel said he is afraid that if the budget talks yield nothing more than the \$23 billion cut expected in the first year, investors will respond negatively.

Analysts cited the weak dollar, and the likely decline in Japanese export earnings, as the major factor behind the Tokyo Stock Exchange's big losses.

In Hong Kong, stock prices fell sharply in light trading. The Hong Kong Stock Exchange's key Hang Seng index slipped 103.63 points, or 4.7 percent, to close at 2,077.11.

In Australia, the Sydney Stock Exchange recorded a major decline, with the All Ordinaries index plummeting 74.4 points, or 5.4 percent, to 1,290.4.

The Australian market, which has lost 41 percent of its underlying value since Oct. 20, responded Wednesday to a weaker Australian dollar and the 50.56-point fall Tuesday on Wall Street.

In Paris, the Bourse index fell 2.88 percent, while in Frankfurt, the Commerzbank index dropped 57.4 points, or 3.8 percent, to 1,427.90. (AP, UPI, Reuters)

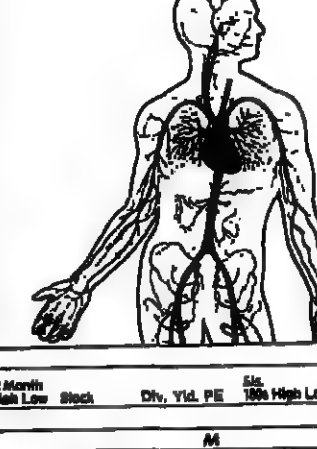
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## BUSINESS ROUNDUP

## Bonn Says It Will Sell Last VIAG Stake in '88

Compiled by Our Staff From Dispatches

BONN — The West German government said Wednesday that it will sell its remaining stake in VIAG AG in 1988.

The government, which privatized 40 percent of the energy, chemicals and aluminum group last year, still owns 60 percent, but 12.56 percent of that is held by the state-owned West German Reconstruction Loan Corp. The Finance Ministry statement said the sale of that share also could be expected in 1988.

"The timing of the announcement is a surprise," said an equities analyst for Westdeutsche Landesbank AG in Düsseldorf. "That the sale will be in 1988 is nothing astonishing. The government needs money for the 1988 budget to finance the planned tax reforms."

"I think they announced it now to try and take pressure off the stock market and to show determination to follow through with their plans in the medium term," the analyst said.

Tax cuts of about 14 billion Deutsche marks (about \$8 billion at current exchange rates) are to go into effect at the start of 1988, reducing government revenue. The Finance Ministry said Wednesday that the sale of the VIAG stake

would be written into the 1988 budget.

The ministry also said it would decide this week on when to sell its 16 percent holding in Volkswagen AG, the nation's largest automaker.

In September, Finance Minister Gerhard Stoltenberg said the privatization of Volkswagen probably would take place this year. But because of the stock market crisis, equities analysts believe, the sale is likely to be postponed until 1988.

Following the market's fall, VW abruptly canceled a presentation to the Frankfurt banking community, scheduled for early November.

Shares of VIAG, which had record profits in 1986 of 148 million DM, closed Wednesday at 185.5 DM, down from Tuesday's 190.

The ministry said the government held a nominal stake in VIAG worth 275 million DM, while the Reconstruction Loan Corp. stake was worth a nominal 73 million DM. At current prices the combined stake would be worth 1.3 billion DM. VIAG's total nominal capital is 580 million DM.

The government has set a budget deficit target of 29.3 billion DM for 1988, but some independent analysts expect it could be as high as 33 billion, not taking into account the VIAG sale.

(Reuters, IHT)



## Texaco Says the Fight Will Go On

Texaco Inc.'s chairman, Alfred DeCrane Jr., left, and president and chief executive officer, James W. Kinnear, announce that the beleaguered oil giant will ask the U.S. Supreme Court to overturn a \$10.3 billion judgment awarded to Pennzoil Co. On Monday, the Texas Supreme Court let stand the award, the largest ever against a company, and analysts say Texaco's last hope is to argue that Pennzoil violated U.S. securities laws when it sought to take over Getty Oil Co. in 1983.

## U.S. Automakers Report Sales Rose 11.2%

DETROIT — The top three U.S. automakers' combined domestic car and light truck sales rose 11.2 percent in late October from a year earlier, indicating that last month's stock market shakeup may not yet have hurt the auto market, the companies reported Wednesday.

General Motors Corp., Ford Motor Co. and Chrysler Corp. sold 318,133 domestic passenger vehicles during the 10 selling days from Oct. 21-31, up from 286,071 during the like period of 1986.

Their reports for October's last sales period had been awaited as one of the first measurements of the effects of the stock market crisis on consumer confidence and demand.

Ford's vice chairman, Harold A. Poling, said consumer demand was recovering with few ill effects and that Ford had no plans to cut its 1988 vehicle production schedules.

"The underlying economic factors are still the same as before the crash," he said, pointing to falling interest rates, low inflation and low, stable fuel prices.

The companies' car sales fell 0.6 percent, to 196,015 from 197,145 a year before, while light truck sales

jumped 37.3 percent, to 122,118 from 88,926 in the 1986 period.

Domestic sales figures do not include the imported cars that all three makers sell under their own brand names.

Ford's car sales rose 12.6 percent, to 59,603 from 52,844 a year before. Light truck sales were up 56.7 percent, to 47,637 from 30,398.

Car sales at industry-leader GM dipped a relatively slight 5.8 percent, to 103,777 from 110,141. Its domestic light truck sales jumped 33.1 percent, to 46,115 from 34,641.

Chrysler suffered a 4.2 percent decline in car sales, to 32,736 from 34,160. Both Chrysler and GM car sales have trailed 1986 levels throughout this year.

Chrysler, which bought American Motors Corp. in August, sold 28,366 domestic light trucks, including Jeep Corp. vehicles, up 18.8 percent from 23,887 a year before.

GM Lays Off Workers

GM said Wednesday that it will lay off many of the 3,700 workers at its Framingham, Massachusetts, plant and will suspend production Nov. 30 on Chevrolet Celebrity and Oldsmobile Cutlass Supreme models

built there, Reuters reported from Detroit.

"We will suspend production until market conditions change," a spokesman said. He said the company did not yet know exactly how many employees would be laid off.

The plant employs about 3,700 workers on two shifts.

GM earlier announced that its Canadian unit will begin rotating layoffs of 5,900 workers at an Oshawa, Ontario, plant on Nov. 30.

General Motors of Canada Ltd., under a plan worked out with the Canadian Auto Workers Union, is eliminating the night shift at a plant that assembles Pontiac 6000s and Oldsmobile Sierras, eliminating 2,700 jobs, a union spokeswoman said.

Half the 5,900 employees will work every other two-week period while the others are laid off, she said.

## Company Results

Revenue and profits or losses, in millions, are in local currencies unless otherwise indicated.

Company	1987	1986	1987	1986	1987	1986
<b>British</b>						
Read International	Revenue: 1,000	Revenue: 1,000	2nd Qtr: 277	2nd Qtr: 277	1987	1986
1st Half	500	500	1st Half	1,000	1,000	1,000
Profit	100	100	Profit	100	100	100
Per Share	0.25	0.25	Per Share	0.25	0.25	0.25
<b>South Africa</b>						
St. African Breweries	Revenue: 1,000	Revenue: 1,000	2nd Qtr: 277	2nd Qtr: 277	1987	1986
1st Half	500	500	1st Half	1,000	1,000	1,000
Profit	100	100	Profit	100	100	100
Per Share	0.25	0.25	Per Share	0.25	0.25	0.25
<b>United States</b>						
Alex. & Alex. Services	Revenue: 1,000	Revenue: 1,000	2nd Qtr: 277	2nd Qtr: 277	1987	1986
1st Half	500	500	1st Half	1,000	1,000	1,000
Profit	100	100	Profit	100	100	100
Per Share	0.25	0.25	Per Share	0.25	0.25	0.25
<b>Europe</b>						
Emerson Electric	Revenue: 1,000	Revenue: 1,000	2nd Qtr: 277	2nd Qtr: 277	1987	1986
1st Half	500	500	1st Half	1,000	1,000	1,000
Profit	100	100	Profit	100	100	100
Per Share	0.25	0.25	Per Share	0.25	0.25	0.25
<b>Japan</b>						
Osaka	Revenue: 1,000	Revenue: 1,000	2nd Qtr: 277	2nd Qtr: 277	1987	1986
1st Half	500	500	1st Half	1,000	1,000	1,000
Profit	100	100	Profit	100	100	100
Per Share	0.25	0.25	Per Share	0.25	0.25	0.25

## EC Will Examine French Write-Off Of Renault Debt

BRUSSELS — The European Community's executive commission said Wednesday that it will examine the French government's plan to write off 12 billion francs (about \$2 billion) of Renault's debt to determine whether the move conforms with EC competition rules.

An EC statement said the commission, which must approve the write-off, believes it would give a competitive advantage to Renault, the state-owned automaker, and might distort competition within the EC.

The commission has taken a hard line recently against state aid to national companies.

The statement said the EC commissioner for competition, Peter Sutherland, had told the French minister of industry, Alain Madelin, that a number of aid measures to Renault would be examined together.

## Market Collapse Spells Hard Times for Computer Makers

BOSTON — The New York stock market's sharp fall in the past few weeks points to hard times for the U.S. computer industry, which is just recovering from two and a half years of dismal orders.

Although analysts are undecided about how hard the industry will be if widespread forecasts of a recession come true, they say the large computer makers most damaged by the order slump of 1985-86 would also take the brunt of another downturn.

But certain segments of the market, particularly desktop computers, could flourish in a business environment where companies are trying to maintain computing power as they cut expenses.

"If anyone gets hurt it will probably be large and medium-size vendors," said George Colony, president of Forrester Research Group, a consulting firm.

For years the computer industry rode above economic cycles because of productivity gains that computers offered first-time users. That changed as computers became commonplace in industry. Still,

some analysts said computer makers could be the last to feel a 1988 recession because businesses will be looking to boost productivity. Van Weathers, an analyst for Dataquest Inc., said: "I do not see how large corporate users can put off systems purchases any longer, after postponing their plans for two years."

However, he cautioned that spending on information processing equipment "will clearly track the health of the economy."

## IBM Presents New PC System

NEW YORK TIMES SERVICE

LAS VEGAS — Putting an end to months of speculation, International Business Machines Corp. has announced that it will begin shipping the next generation of its personal computer operating system in December, a few months ahead of schedule.

The system, called OS-2, is to be licensed to hardware makers for \$325; an extended edition including data base and communications managers is to be shipped next July for \$795.

Developed by IBM and Micro-soft Corp., OS-2 will enable users to take greater advantage of the more powerful microprocessors in the latest personal computers. OS-2 can use 16 megabytes of memory,

or more than 25 times the 640 kilobytes accessible by the current operating system, MS-DOS.

"OS-2 is important to our industry because it unleashes the power of our new systems," William C. Lowe, a vice president of IBM and president of the entry systems division, said Tuesday.

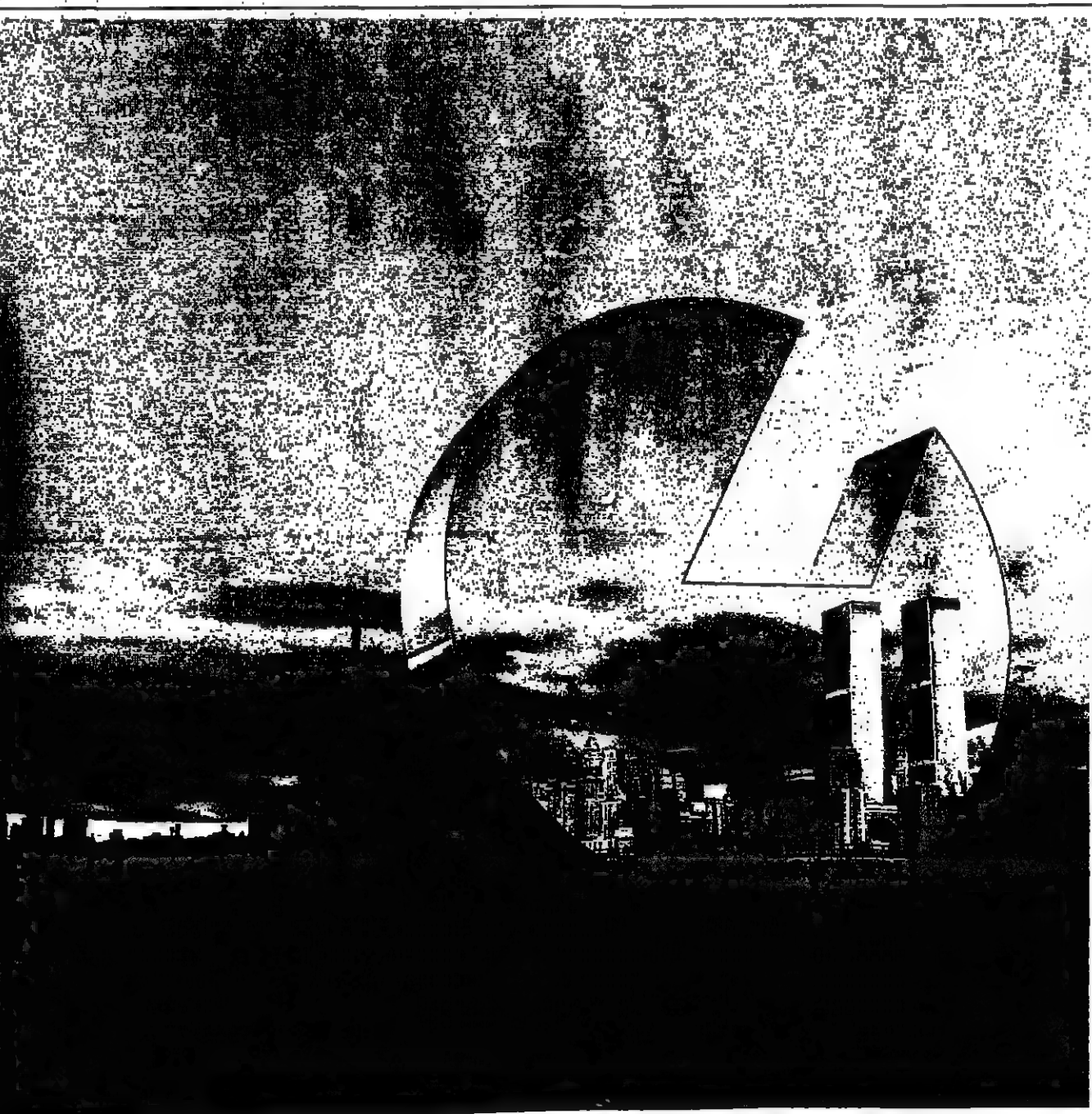
IBM said that OS-2 would work on nearly all personal computers based on Intel Corp.'s 80286 and 80386 microprocessors.

Most software developers agreed that OS-2 would enable them to develop new types of application programs. "OS-2 represents an opportunity for all of us to build the software we've been dreaming of for all these years," said Philippe Kahn, chairman and chief executive of Borland International Inc.

"I've talked to large and small vendors the last two weeks and the message they are giving is that they are tightening up, looking for ways to cut costs in case of a slowdown," Mr. Colony said.

The stock market takes a negative view of the computer industry's prospects. Hi-tech stocks on average dropped more than the market as a whole. Those hurt included speculative issues and institutional favorites such as International Business Machines Corp. and Digital Equipment Corp.

The sell-off came just after most computer manufacturers reported their best quarterly performances in three years. IBM reported its first earnings gain in five quarters and Digital's fiscal first-quarter profits jumped 48 percent over the year-earlier period.



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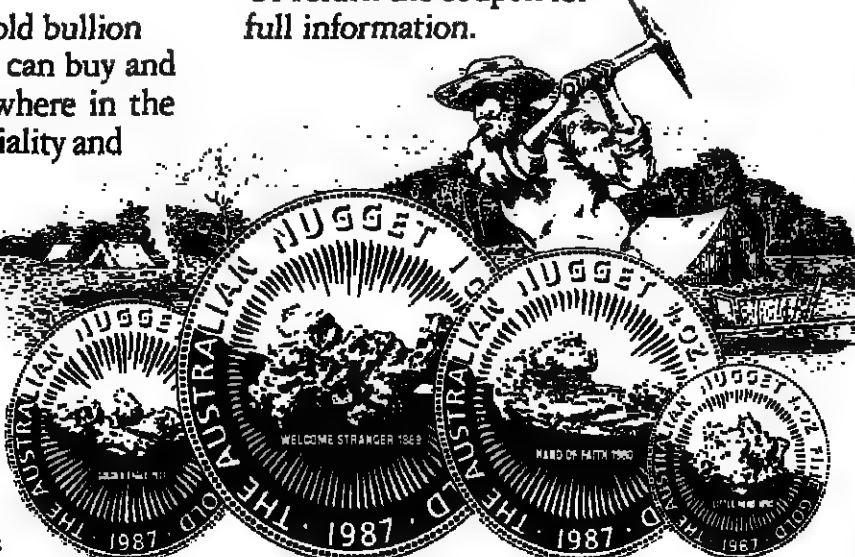
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Wednesday's  
**NYSE**  
Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

[illegible][illegible][illegible]

Month	High Low		Stocks	Dow	Vol.	PE	Std.		Close	
							100%	High Low	Quot.	Chgs
1/2	1		WCNA	682	1	1	1	1	1	
2/2	3		WCNA pf							
3/2	14		WICS pf	180	170		12	14	15	
4/2	14		WICL	54	50	9	17	12	12	
5/2	1		WUnion				551	72	72	
6/2	1		WNU pf				33	7	1	
7/2	1		WNU pf				33	7	1	
8/2	1		WNU pf				33	7	1	
9/2	1		WNU pf				33	7	1	
10/2	1		WNU pf				33	7	1	
11/2	1		WNU pf				33	7	1	
12/2	1		WNU pf				33	7	1	
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7/17	1									

Month	Low	Stock	Div.	Yld.	PE	S&P 500	High	Low	Close	Over.	Ch'ge
Y											
10's	Yorkin		9	267	22:	21:	22	+			
Z											
2's	Zepeto			167	31:	31:	31	-			
10's	Zovre	40	19	9	2195	71:	21	21:	-	-	
6's	Zenne	48	1.8	9	2130	10:	10:	10	-	-	
	ZenneE			7	173	13:	13:	13	-	-	

## U.K. Storm Will Cost Insurers £475 Million

**LONDON** — British insurance companies will pay more than £475 million (\$825 million) in compensation for damage caused by last month's storms and floods, a spokesman for the Association of British Insurers said.

The payments will be the largest ever by insurance companies to cover claims for damage caused by weather. Calculating a final figure is impossible because claims are still being made, the spokesman said Tuesday.

The fall in prices on the stock market will not have an effect on the ability of insurance companies to settle storm claims, the spokesman said.

# Floating-Rate N

Season/Match	Compos	West	B&S	ASB
Alaska Firenza Jun11	7,163	15-41	98.50	98.60
Alberta 93	7,641	11-12	99.92	100.00
American Express 97	76	21-32	97.65	97.90
Ans 90	76	16-12	100.00/102.10	
Bcl 96	7,588	08-12	98.32	98.42
Bca Naz Lovers 97	76	11-13	93.50	94.50
Bca D Napoli 97	76	11-02	97.87	98.12
Bca D Napoli 91	76	09-11	99.26	99.36
Bca Di Parma Jun11	7,025	24-12	97.94	98.04
Caj Federal Univ				
Colombiana S.H. 93				
Comcast 93				
Compasserie, Auer				
Comun Univ Montevideo				
Comun. Aus. 93				
Coms Fin Cinc 97				
Cof 97 (Italy)				
Cd Nord 97				
Cr Fenicio Oct97				
Cr For. Esmad 97				

## Jobless Rate in Main EC Nations Rose to 10.9% in September

**BRUSSELS** — The unemployment rate for nine member states in the European Community edged up to 10.9 percent in September from 10.8 percent in August, the EC statistical office reported Wednesday.

The seasonally adjusted rate excluded Spain, Portugal and Greece.

The total number of job seekers for the nine countries rose to 12.67 million from 12.53 million. Officials said that the unemployment rate for all 12 EC nations was not available, but estimated the total at 15.9 million, up from 15.7 million in August.

Week	Bld	Asld	Tester/Match	Coupon	Bld	Asld
8-11	92.12	92.22	Alliance + Leic N4G	10,262-01	92.23	92.28
8-12	92.04	92.16	Amalgam 91 Gb	10,146-14	92.57	92.57
8-13	94.50	97.20	Amalgam 5696 Gb	11,623-12	92.58	92.58
8-14	94.50	94.50	Amalgam 91 Gb	10,910-01	92.50	100.00
8-15	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-16	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-17	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-18	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-19	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-20	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-21	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-22	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-23	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-24	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-25	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-26	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-27	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-28	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-29	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-30	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58
8-31	94.50	94.50	Amalgam 91 Gb	10,312-12	92.58	92.58

## Floating-Rate Notes

[illegible]**NYSE Highs-Lows**

NEW HIGHS 2			
Piedmont	US Lumber		
NEW LOWS 39			
Allied Prod Athens, Ind	AmBrosPrd Bancroft, N	Asky Int Bain, Tenn	ArtroGp BritishLnd

## AMEX Highs-Lows

NEW HIGHS 8			
NEW LOWS 22			
ARC Int'l Citi/ProCo Glycyl Int'l Landmark Renaissance	BSN's Crowley Mkt HealthMkt Lawrence Savanna	CondoWneB Gaulard Kerkhoff Lynch Corp Savanna	Cosobian Franklin KavonCom PSE Int'l Suzanne

## Audi 80: the compact quattro.



The more compact the car, the more people seem to expect in the way of performance. But there is more to performance than just bhp and acceleration.

For example, if you have a powerful engine like the Audi 1.8 litre 82 kW (112 bhp) injection engine then you are surely entitled to a drive system which puts the whole package fairly and squarely on the road. And just such a system is what you get in the Audi 80 quattro with its permanent four-wheel drive. Improved traction and better directional stability, not only when it's wet and icy but on dry roads as well, provide an additional safety margin. The Torsen intermediate differential divides the drive forces between the two axles — successively and vari-

bly. From a ratio of 25:75 (front axle:rear axle) to 75:25. And the Torsen differential also makes the quattro drive system fully compatible with the standard anti-lock brake system.

The Audi 80 is only superficially compact – compact and superbly designed aerodynamically, with a drag coefficient of 0.29. Inside it is surprisingly spacious, with plenty of legroom at the back – a rarity in this class.

And if you like the sound of what the Audi 80 quattro has to offer then you can rest assured that we have done our best to ensure that your enjoyment is long lasting. For example, the Audi 80 has a fully galvanized body. Only Audi offers saloon cars with this kind of anti-corrosion protection.

Why not go for a test drive and look at the Audi 80 quattro in detail. And as the quattro drive system is equally effective on dry roads there is no need to wait until winter before you do so.



**Vorsprung  
durch Technik**

**Sport package at extra charge**

**e Daily  
rce for  
nations  
vestors.**



**Wednesday's AMEX Closing**

Tables include the nationwide prices in the closing on Wall Street and do not reflect late trades elsewhere.

*Via The Associated Press*

12 Month High Low Stock Div. Yld. PE St. 100 High Low Close Chg. Chg. %

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**Nervous Trade**

NEW YORK — The dollar fell in the early trading session Wednesday, as investors reacted to reports that the Federal Reserve might raise interest rates.

**Wednesday's OTC Prices**

NASDAQ prices as of 4:00 p.m. Eastern Time

**Everything under par.**

To have a memorable game, sometimes it's only necessary to pick the right place.

On other golf courses they are called bunkers. Here we call them beaches.

The game over, a delicious meal is waiting for you. The 19th hole?

Imagine you're here in Spain. After a delicious breakfast served in your hotel room, you're deciding how best to spend the morning.

On sand or grass? It's so hard to choose. Our beaches are always tempting. But... isn't a round of golf just as tempting? Get ready to enjoy yourself. Take your eyes off the ball for just a moment and look around. In Spain our golf courses are always found in especially beautiful and unusual settings.

Try exploring when your game's over. But first don't forget to stop off at the 19th hole — the restaurant.

A hearty lunch accompanied by an excellent Spanish wine will help you get your strength back before setting out on a fantastic adventure — discovering Spain.

Spain. Everything under the sun.

**NOKIA**

**Interim Report**  
January-August 1987

**Net sales by Industry Segment**  
(in FIM million)

	1987 1.1.31.8	1986 1.1.31.8	Change %	1986 1.1.31.12
Electronics	3,718	2,929	26.9	3,214
Cables and Machinery	2,035	1,940	10.5	3,171
Paper, Power and Chemicals	1,729	1,581	9.4	2,401
Rubber and Floorings	933	928	0.5	1,528
Less: Inter-segment sales	(127)	(186)	(32.8)	(320)
<b>Group</b>	<b>8,288</b>	<b>7,092</b>	<b>16.9</b>	<b>11,994</b>
Exports from Finland	2,901	2,425	19.6	4,426
Exports and foreign subsidiaries	2,911	4,307	14.0	7,138

**Consolidated Statements of Income.**  
(under IAS, unaudited, in FIM million)

	1987 1.1.31.8	%	1986 1.1.31.8	%	1986 1.1.31.12	%
Net sales	8,288	100.0	7,092	100.0	11,994	100.0
Cost of sales	(7,600)		(6,700)		(11,016)	
Operating profit	688	8.3	392	5.5	978	8.2
Share of results of associated companies	38		(26)		(39)	
Net interest and foreign exchange differences	(58)		(159)		(245)	
Profit before tax and minority interests	668	8.1	207	2.9	694	5.8
Tax	(169)		(73)		(109)	
Minority interests	(110)		(22)		(54)	
Net profit attributable to shareholders	389	4.7	112	1.6	531	4.4
Earnings per share (FIM)	8.13		2.67		12.20	

The outlook for the remainder of 1987 is good. The Group's net sales are estimated to increase by 12% to 13% for the full year. Our estimate continues to be that profits before tax and minority interests will show a clear improvement in 1988.

For your copy of the Interim Report, please contact: NOKIA Head Office, Corporate Communications PO BOX 226 SF-00101 Helsinki, Finland, Tel. (+358-0) 18071. Telex 124442 nokia sf. Telefax (+358-0) 656 388, 698 027, 652 488. Corporate Communications.

**Every Wednesday in the IHT**

**MADISON AVENUE**  
by Philip H. Dougherty

A regular weekly column that is must reading for advertising/marketing professionals internationally. Philip Dougherty's daily "advertising" page in The New York Times is essential reading on Madison Avenue. Now, every Wednesday, the IHT publishes a column featuring the best of Philip Dougherty's most recent reporting. If you're interested in the communications business, you will not want to miss it.

مكتبة النسخ



# Nervous Traders Push Dollar Down

NEW YORK — The dollar finished lower Wednesday in quiet trading, erasing much of Tuesday's rally that had lifted it from historic lows.

Dealers said that worries over the outcome of budget talks between White House and congressional leaders continued to weigh on the currency.

The dollar had rallied in early trading before pessimism undercut the gains, driving it lower in afternoon activity.

The dollar closed at 1.7035 Deutsche marks, against 1.7170 DM at Tuesday's close. Against the yen, it ended at 136.65, down from 137.50 on Tuesday.

The U.S. currency fell to 1.4045 Swiss francs from 1.4170 on Tuesday and to 5.7980 French francs from 5.8430.

The British pound climbed to \$1.7545 from \$1.7420 on Tuesday. After opening lower, the dollar rallied to match Tuesday's closing levels, then slipped back again. It got its boost from supportive statements by U.S. and West German officials.

The West German finance minister, Gerhard Stoltenberg, said that the United States wanted the currency to stabilize, while Robert Ortner, the U.S. undersecretary of commerce, said that the currency was competitive at current levels.

The exchange markets watched warily as the Bank of England prompted British banks to cut their base lending rates by half a percentage point, to 9 percent.

The cut in key British rates "might be followed by pressure to cut rates elsewhere," said a senior analyst at a U.S. bank.

"The \$64,000 question is whether the Bundesbank will cut the discount rate," said Leslie Puth of Banque Indosuez. Such a cut by the West German central bank would buoy the dollar by increasing the interest-rate differential between the United States and West Germany.

In earlier London trading, the U.S. currency finished at 1.7115 Deutsche marks, against 1.7144 DM at the opening and 1.7135 DM at Tuesday's close. It traded between a high of 1.7173 and low of 1.7025.

Against the yen, the dollar ended little changed at 137.25, after 137.23 at the opening and 137.28 at Tuesday's finish.

## London Dollar Rates

Closing	Wed	Tue
Deutsche mark	1.7035	1.7170
Swiss franc	1.4045	1.4170
Japanese yen	136.65	137.50
French franc	5.7980	5.8430

Source: Reuters

Despite the rate cut, the British pound firmed. "It's defied logic and gone stronger," one dealer said, adding that one possible explanation could lie in the inflationary effect of the move, helping boost confidence denied by the stock market crash.

Against the dollar, sterling rose in London trading to \$1.7465 from \$1.7425 at the opening and \$1.7415 at Tuesday's close.

On its trade-weighted index, the pound finished up 1 basis point from Tuesday's close of 74.9 percent of its 1975 value.

"The longer Reagan dithers over the budget deficit, the more people will turn to the pound," a dealer said.

He said traders "prefer not to hold their assets in dollars at the moment, and despite the half-point drop in interest rates, the yield on sterling is very attractive."

Against other major currencies, the dollar slipped to 1.4125 Swiss francs in London, from 1.4135 on Tuesday, and to 5.8225 French francs from 5.8375.

In earlier European trading, the dollar was fixed in Paris at 5.8120 French francs, up from 5.8090 on Tuesday, and at 1.7090 DM in Frankfurt, up from 1.7050.

In Zurich, the dollar closed at 1.4110 Swiss francs, up from 1.4090 on Tuesday.

## 10-Year T-Note Gets Yield Above Expectations

NEW YORK — The U.S. Treasury's auction of \$9.25 billion in 10-year notes generated lackluster demand Wednesday, dealers said.

The notes, for which analysts had expected firm Japanese demand, were given an 8 1/2 percent interest rate and were sold at an average price of 99.96, to produce an average yield of 8.88 percent.

This yield was above the expected 8.85 to 8.87 percent, dealers said, noting that the highest accepted yield of 8.93 percent indicated stock bidding interest.

Another indicator of slow demand was that the \$17.45 billion in bids covered the required amount only 1.88 times.

The average yield was up from 8.74 percent at the last auction of 10-year notes on Aug. 12 and was the highest since 8.97 percent on Feb. 5, 1986.

The Treasury is due to auction \$4.75 billion of new 30-year bonds on Thursday. The existing issue rose 18/32 to 99 1/32 on Wednesday.

## GROWTH: European Nations Seem Relatively Unaffected by the Crisis

(Continued from Page 1)

Germany or France either, says Paul Horne, Smith Barney's Paris-based international economist.

In France, the bourse peaked at the end of March, and shareholder confidence has been suffering more from gradual erosion than a precipitous crisis, he says.

Mr. Horne and other private analysts are more concerned about the negative impact on business confidence, probably leading to reduced investment at least in France and West Germany in coming months.

In making investment decisions, French business usually looks at the Paris bourse as a key indicator of the general economic climate. West German business confidence began recovering this summer from a period of doubt about the economy earlier in the year and could easily "take flight," Mr. Horne says.

In Britain, the Confederation of British Industry said last week that while it expected the crash to undermine business confidence to some extent, the consequences should not be exaggerated.

The same view is held by Keith Skoch, chief economist at James Capel, a London brokerage, who predicts that British business confidence, and business activity, might not be marginally affected.

"I don't believe the impact of the crash will be as significant as many people think," he says. His assessment is echoed by an Italian finan-

cial analyst, who says that "recessionary expectations have been generally overestimated."

Several economists said that West European business investment was more likely to be influenced by prospective growth and interest rates next year than by any difficulty in raising funds in stock markets.

In West Germany this week, the five leading economic institutes said that even after the stock mar-

In Britain, Nigel Lawson, the chancellor of the Exchequer, on Tuesday showed the official growth forecast for 1988 from 3 percent to a still-respectable 2.5 percent. He added that if declining North Sea oil revenue were excluded, the rest of the economy would still grow at a 3 percent rate.

In France, Finance Minister Edouard Balladur insists that there are no grounds for "catastrophism."

In France and West Germany, says Nigel Rendell, an international analyst in London.

Another cushion for the West Europeans, he says, is that they depend much more on each other for their export markets than on the United States. Provided the West European economies continue to grow, they are to that extent shielded from the effects of slower growth in the United States.

West Germany, for example, does about 20 percent of its trade with the United States, compared with 60 percent with the rest of Europe.

Nevertheless, everyone agrees that a serious recession in the United States, and a further big drop in the value of the dollar, would radically alter the relatively rosy assessments that are currently fashionable in Western Europe.

Those assessments are all contingent on a further crisis being avoided. For France, particularly, there is a major question mark over the franc, which may have to be devalued against the Deutsche mark.

The West German government insists, albeit to the anger of Washington, that by holding to its current policy of low inflation and modest growth it can ride out the storm.

In Britain, says Mr. Britton of the National Institute of Economic and Social Research, "We have seen a correction to the earlier climate of excessive optimism, getting us back in touch with reality."

that there is no evidence that the collapse of the bourse will have a significant deflationary effect.

The earlier climb in the bourse had not acted as a major spur to economic activity, he contends, adding that the recent decline in long-term interest rates should help business investment.

Many economists also see twin advantages in lower interest rates and the lower cost of imports as a result of the decline in the dollar and the appreciation of the major European currencies. Although there are serious concerns over inflation in Italy, there are now no underlying inflationary pressures

For the time being, there is generally less concern in Western Europe about the possibility of an abrupt drop in consumer spending than there is in the United States.

ket collapse, "a continuation of the modest economic upswing in West Germany at around the present tempo is more probable than a serious weakening of the expansion."

The optimistic view is certainly being maintained by governments, particularly in Britain and West Germany. In Italy, the international upheaval has helped to reopen a fur-

ture debate on the country's 1988 budget.

The French and West German governments, however, are still sticking adamantly to their "pragmatic" growth forecasts for next year — 2 percent in France and 2.5 percent in West Germany.

## Wednesday's OTC Prices

NASDAQ prices as of 3 p.m. New York time.

Via The Associated Press

12 Month High Low Stock Div. Yld. 1986 High Low 2 P.M. CLOS

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12 Month High Low Stock







## SPORTS

## Listless Indian Brokers Find Action in Cricket

**The Associated Press**  
BOMBAY — The trading ring at the Bombay Stock Exchange is about as crowded as usual, but instead of watching share fluctuations the brokers gather at two large television sets they bought last month.

Their interest has shifted from India's listless stocks to the World Cup cricket tournament. Money is still changing hands at the exchange, but brokers seem to be channeling some of their speculative urges to betting on the matches, even though such gambling is illegal in India.

Live telecasts and the playing of the World Cup for the first time in India and neighboring Pakistan apparently have fueled the interest.

Brokers and bookies familiar with the scale of wagers estimate that throughout India as much as 10 billion rupees (about \$770 million) will be bet by the time the 27 cup matches have been played.

Diamond and gold dealers had been racing fast also at making high-stakes bets on cricket, said the brokers, most of whom asked not to be identified. "I've never seen such interest in one-day cricket when India is not playing," said Arun Shah, a broker with Savantia Chhotalal & Co. "Because of bearish trends and low trade volume, interest in cricket is phenomenal."

While most of the world's stock markets were hit with wild gyrations in prices the past two weeks, the Bombay exchange was insulated because it deals only in Indian companies.

The exchange, India's largest, has been in a slump for months because expectations that Prime Minister Rajiv Gandhi would free business from strict government regulation did not pan out.

The exchange's index of 30 shares has fallen more than 100 points in the last half-year, to about 450.



Mark McGwire, left, congratulated by Oakland teammate Reggie Jackson after a home run.

## McGwire of A's Unanimous Choice As American League's Top Rookie

Compiled by Our Staff From Dispatches

**NEW YORK** — Mark McGwire, the Oakland Athletics first baseman whose 49 home runs set a major-league record for a first-year player, was unanimously selected rookie of the year in the American League by the Baseball Writers Association of America on Tuesday.

McGwire, the choice of all 28 voters, is the second unanimous selection in the 40-year history of the award. Carlton Fisk of the Boston Red Sox was the first, in 1972.

"The thing that really got me," McGwire said, "was when I was told it was unanimous and that Carlton Fisk was the only other one to do that. That was pretty nice."

McGwire's selection marked the first time since 1958-59 that players from the same team won the American League award in consecutive seasons: Oakland's Jose Canseco was the 1986 recipient.

Albie Pearson and Bob Allison of the Washington Senators were the last to be selected in consecutive seasons.

In voting by two writers from each league city, McGwire received

all first-place votes for 140 points in 118 runs and batting .289.

His 49 homers were the most ever by an Oakland player. The A's finished third in the Western Division, behind Minnesota and Kansas City, with an 81-81 mark.

McGwire's record-breaking 39th home run was off Don Sutton of California, a 300-game winner, on Aug. 14 at Anaheim Stadium.

With four homers in April and 15 in May, McGwire fell one short of Mickey Vernon's major-league record, set in 1956, of 20 homers in the season's first two months.

McGwire, a right-handed hitter, did not become a regular until two weeks into the season.

"I wasn't down about not being in the starting lineup right away," he said. "In spring training, I had to earn a spot on the team. But I've always believed that if you can swing the bat, they'll find a spot for you."

In a three-game series at Detroit May 8-10, he hit five home runs and drove in seven runs. On June 27 and 28 at Cleveland, he tied a major-league record when he hit five homers in two games and scored nine runs.

McGwire, 24, gave up a chance to go for his 50th homer in the final game of the season to be with his wife, Kathy, as she gave birth to their first child.

"I saw my son Matthew born," he said, "and I consider that my 50th home run."

He was determined all year to keep his achievements in perspective. Home runs, he said, were secondary to winning.

"What I dealt with this year was tremendous, all the pressure. In a way I'm glad, because if it ever happens again, I'll know how to deal with it," he said.

"How can I improve on what I did this season? All I can say is that I'll try to do what I'm capable of doing, go out there and play, be an everyday ballplayer. I'm not going to change anything. That's the way I've been playing since I was in college."

"He's so solid mentally," said Tony La Russa, Oakland's manager. "That's one reason he's been able to do it. He's got a ton of ability, but he kept himself real composed. He never got too high or too low."

(AP, UPI)

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(AP, UPI)

## Eric (Dotted Line) Dickerson: Have Ink, Will Travel

Washington Post Service

WASHINGTON — Not surprisingly, the mail I've received on the National Football League strike has been predominantly pro-strike.

Letters enthusiastically praised the replacement players, admired their grit in seizing a labor opportunity with no promise of reward, trumpeted their embodiment of the American dream. The same letters vituperously condemned the strikers as greedy, overpaid louts who don't appreciate what a good deal they have.

I agree with most of the players' aims, particularly the right to free agency. My view has been that the owners forced the strike to disable the players' union, and won it by riding uncompromisingly on the

## VANTAGE POINT/Tony Kornheiser

back of scab labor. As to the matter of greed, it's a short career, it's a business and a player has to look out for himself.

Eric (Dotted Line) Dickerson is a selfish, greedy lout.

This is Dickerson's fifth season in the NFL, and his second negotiation. At this point he's likely to break the two most cherished records in football: He'll gain more money than Walter Payton and sign more contracts than Lou Saban.

Hand the guy a pen and make way.

Have ink, will travel. Wire Dick-

erson, (temporarily) Indianapolis, Indiana.

Two years ago Dickerson withheld his services from the Los Angeles Rams for two games, forcing the team to renegotiate. He accepted a three-year contract, reportedly worth \$550,000 per year, including a \$500,000 signing bonus, and agreed to a letter that specifically prohibited him from renegotiating again for the life of the contract.

This season he decided to renegotiate again. Either he's awful on dates or his word isn't worth the paper it's printed on.

General Manager: Can we count on you, Eric?

Dickerson: I signed the contract, didn't I?

G.M.: That's why I'm asking. Throughout the strike there were reports of Dickerson's unhappiness at how much money he was losing by staying out, and routine speculation that he would momentarily cross the line. When he didn't, one might have reasonably assumed that he thought the better course was to stay solid with his teammates.

Now we see that solidarity had nothing to do with his staying out. Dickerson wasn't striking; he was holding out to force the Rams to renegotiate again. Dickerson's strike wasn't about principle, but principal.

When asked about his new \$5.4-million contract Dickerson said, "It's fat," adding, "I'm very satisfied." Until sundown anyway.

His sense of commitment is like a parking meter: It's fine as long as you feed it money every 12 minutes.

His justification for breaking another contract: "I want to be appreciated. With the Rams I don't think I was appreciated." No applause, folks, just throw money.

Publicly, Dickerson has taken the stance that he's done a great thing for all the underpaid workers in the NFL by taking all these scads of bills to his house. Ripple effect, you know. It's a soothing theory, but somehow it's hard to see Dickerson as Eugene V. Debs.

Dickerson, you'll recall, is a product of the Bourne and Clyde Academy of Football at Southern Methodist, where he was coached then — as he'll be now as an Indianapolis Colt — by Ron Meyer. (Reportedly, Dickerson recalled that when he was a freshman, Meyer promised he'd make him rich someday. Is that some kind of SMU inside joke?)

Dickerson, Meyer and Robert (Gas 'n' Go) Issy, the team owner — what an honorable collection of gentlemen. And you wonder why Holiday Inns bolt down their TVs.

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